SWEDEN AI FACTORY

Cloud Service Provider Partner Program | Annex to Cloud Provider Partnership Agreement

About Sweden AI Factory

Sweden AI Factory is Sweden's national AI Innovation Factory and one of 19 EuroHPC AI Factories (with 13 AI Factory Antennas) established to deliver sovereign, high-performance AI compute, expertise, data, and test & validation capabilities to AI SMEs, startups, the public sector, and academic researchers. Sweden AI Factory is a central pillar of the EU's commitment to European AI sovereignty and competitiveness.

Purpose of the CSP Partner Program

When Sweden AI Factory clients move from R&D into production, many require commercial cloud capacity. The CSP Partner Program is a structured framework for onboarding Swedish, European and (selectively) other cloud providers as ecosystem partners. It prioritises European sovereignty, creates documented HPC-to-cloud off-boarding pathways for clients, and provides partners with meaningful visibility and co-development opportunities. Non-European CSPs is selectable for Sweden AI Factory clients.

Three Stakeholders, One Program

For Mimer	For Partners (CSPs)	For Clients
• Sustainability through in-kind contributions • Co-funded events (NAFS and others) • Richer Swedish/European AI ecosystem around the SEAIF platform	• Access to SEAIF's growing AI community (incl 18 AIFs and 13 AIFAs) • High-visibility event sponsorship and speaking slots • Pipeline of clients ready to integrate or migrate • Co-branded documentation and tutorials	• Sovereign cloud options without lock-in • Tested HPC-to-cloud off-boarding guides • Compute credits for hackathons and prototyping • Freedom to choose European hosting for inference

Tier Structure

Dimension	Tier A	Tier B	Tier C
Eligibility	Swedish or European CSP	Swedish or European CSP	Swedish or European CSP
Annual contribution	100 000 SEK/In-kind + compute credits	50 000 SEK/In-kind + compute credits	No
Event sponsorship	1 major event/year (e.g. NAFS)	1 event or smaller sponsorships	No
Off-boarding pathway	Co-developed with SEAIF (160 h)	Adapted with SEAIF support (80 h)	Provider's own docs (16 h)
Website visibility	Homepage feature under "European"/"Swedish" + partner page	Listed under "European"/"Swedish" + partner page	Listed under "European"/"Swedish" + partner page
Compute credits / hackathons	Headline contributor (asked first)	Contributor	No
Co-authored tutorials (GitHub)	SEAIF + Partner co-branded	Adapted from template	No

Off-Boarding Pathway

The technical core of the program. Sweden AI Factory publishes reference tutorials and code samples — covering data ingestion, batched training on HPC, model export, and cloud deployment — under MIT or Apache 2.0. Partners adapt these for their platforms; both parties are credited as co-authors. Documentation is freely available to all Sweden AI Factory clients regardless of partner status.

Governing Principles

- Sovereignty first — Tier A, B and C are reserved for European/Swedish providers under EU/EEA jurisdiction.
- No pay-for-play — Financial contributions are not endorsements; the choice of provider remains with the client.
- No lock-in — Off-boarding documentation is freely available to all clients.
- Annual review — Tier status is reviewed yearly against contribution and engagement.
- Non-European CSPs will be listed on the website under the category “Others”.

Partner Onboarding (6 Steps)

1. Qualification → **2. Agreement** → **3. Technical Kickoff** → **4. Pathway Development** → **5. Launch & Visibility** → **6. Annual Review**