

AI server procurement far exceeded expectations



Overview

Dell, HPE, Lenovo, and Supermicro are riding record AI server demand, but winning enterprise customers requires more than just Nvidia chips. With GPUs standardized around Nvidia, vendors compete on AI Ops, liquid cooling, and deployment services as enterprises ramp up inference. AMD is seeing server CPU demand it didn't fully anticipate, with CEO Lisa Su describing it as having "far exceeded" her expectations. Image:. Agentic AI is changing what the procurement function can achieve—shifting procurement's focus from transaction tasks to a strategic driver of growth, sustainability, and resilience. Procurement is entering a new age—one defined not just by cost containment, but by its ability to shape broader. Global server shipments are expected to grow by only around 1.9% in 2024, continuously being squeezed out by budgets for AI servers. 5% YoY growth in 2024, to meet the strong demand of CSPs and OEMs generative AI training and inference. A pair of reports from Omdia paints a positive picture of the impact of AI on business as well as a decline in overall server shipments as buyers prioritize GPU-driven systems. Hyperscalers will account for 67% of this spending by 2029.



Article Content

Maximizing AI Potential in Procurement

How can we ensure AI implementation maximizes impact by aligning with business priorities and augmenting human intelligence that already exists?

Building AI to meet customer expectations | EY

Organizations need to focus on building AI that not only meets customer expectations but exceeds them. In brief Customers demand fast, seamless service and will switch to competitors if their needs aren't

The future of procurement: Moving beyond cost savings

With the rise of generative AI (gen AI), procurement is undergoing a profound transformation, one that moves beyond transactional automation to strategic

See Generative AI's Impact on the AI Server Market to 2025

Global server shipments are expected to grow by only around 1.9% in 2024, continuously being squeezed out by budgets for AI servers. It's projected that AI servers will climb to about a 41.5% YoY

Forecast: AI-Optimized Servers, 2023-2029, Worldwide, 2Q25 Update

AI-optimized server market spending is projected to reach \$268 billion in 2025, up from \$140 billion in 2024. Hyperscalers will account for 67% of this spending by 2029. The focus on AI

Future of procurement

Numerous forces are converging to deeply influence the future trajectory of procurement. Faced with uncertainty over their pace and impact, procurement

Global high-end AI server shipments

In response to explosive generative AI and large language model (LLM) demand, major cloud service providers and leading server brands are stepping up efforts toward AI servers, with a

"CPUs are cool again," Intel and AMD reporting spikes in

It first began with GPUs, especially as data centers and hyperscalers have been buying these components en masse to build massive servers with

AI Server Growth in 2025 Faces Uncertainties, DeepSeek Effect to

TrendForce's latest investigations reveal that global AI server shipments grew by 46% in 2024, driven by strong demand from CSPs and OEMs. However, multiple factors, including US chip

AI Server Market Update: Vendors Shift from Silicon to Services

AI Server Market Update: Vendors Shift from Silicon to Services Dell, HPE, Lenovo, and Supermicro are riding record AI server demand, but winning enterprise customers requires more

Supply chain players navigate cautious optimism amid

Quanta reported that AI server shipments in the second quarter of 2024 exceeded expectations, with AI servers now accounting for more than 50%

See Generative AI's Impact on the AI Server Market to 2025

Global shipments of AI servers are projected to increase at a CAGR of 27.2% during 2022-2027. By 2027, AI servers are forecasted to account for around 19% of the total annual server shipments.

THE 2028 GLOBAL INTELLIGENCE CRISIS

The procurement manager told him he'd been in conversations with OpenAI about having their "forward deployed engineers" use AI tools to replace

AMD CEO Lisa Su Says Server CPU Demand "Far Exceeded"

AMD is seeing server CPU demand it didn't fully anticipate, with CEO Lisa Su describing it as having "far exceeded" her expectations. Speaking at the Morgan Stanley Technology, Media &

AI in procurement: Redefining value creation | McKinsey

Leading companies that have embraced AI in procurement are already seeing outsized results. A tech company employed a linked set of AI agents to

DIGITIMES Special Report▯Global AI server market

According to DIGITIMES' forecast, the AI server market demand will remain strong, with growth rates in 2024 and 2025 projected to exceed triple digits.

Harnessing AI and Analytics for Advanced Procurement

Explore how AI and analytics are transforming procurement into a strategic function capable of driving significant business value, optimizing supply

AI in Procurement – The Complete Guide for Businesses

Discover how AI is transforming procurement in 2025. Learn about AI in sourcing, spend analysis, supplier negotiations, contract management, and sustainability.

State of AI in Procurement in 2026

In the regularly updated State of AI in Procurement we explore the core concepts every procurement executive should know.

AI is changing server sales but paying off for enterprises

The adoption of artificial intelligence is changing the way servers are being procured while having a quick and positive impact on firms that deploy AI technologies, according to a pair...

Global AI Server Demand Surge Expected to Drive 2024

The market value of AI servers is projected to exceed \$187 billion in 2024, with a growth rate of 69%, accounting for 65% of the total server market

Global AI Server Shipments Forecast to Grow Over 28

North American CSPs' continued investments in AI infrastructure are expected to increase global AI server shipments by more than 28% YoY in 2026,

\$NVDA \$MU \$SNDK \$LITE EXECUTIVE SUMMARY The transcript is

Renting or contracting specialized capacity avoids waiting for every power, cooling, and procurement cycle to be solved internally. Equity ownership in the supplier may also hedge the cost

Gartner Data on Generative AI in Procurement is a Reality Check

Generative AI in procurement has entered what Gartner calls the "trough of disillusionment," marking a critical transition from hype to practical implementation challenges. While

AI SSD Procurement Capacity Estimated to Exceed 45

TrendForce estimates that this year's AI-related SSD procurement capacity will exceed 45 EB. Over the next few years, AI servers are expected to

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