

HOT TECH

HFS OneOffice™
Hot Tech: TrueFoundry

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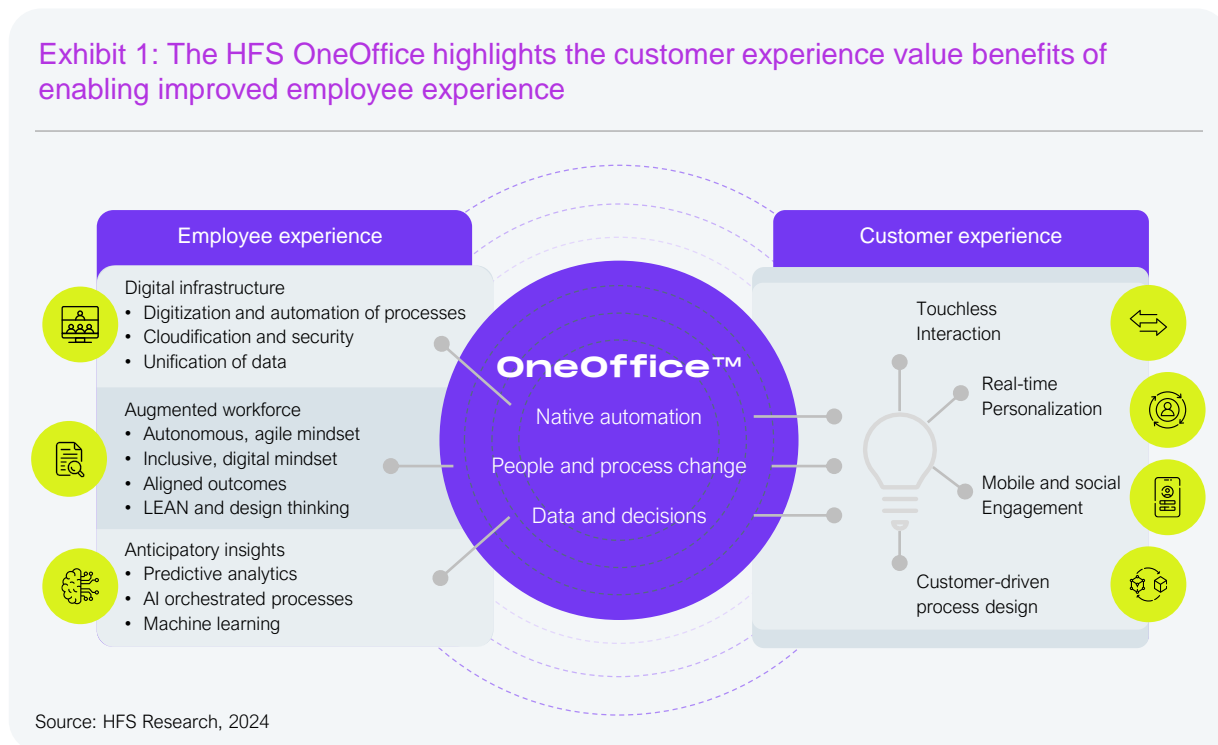
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Executive summary

HFS Hot Tech is an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice™ or HFS OneEcosystem™. This Hot Vendor has been selected for its alignment with the HFS OneOffice, as illustrated in Exhibit 1.

Exhibit 1: The HFS OneOffice highlights the customer experience value benefits of enabling improved employee experience



HFS analysts regularly speak with numerous exciting start-ups and emerging players. We designate a select few as HFS Hot Tech based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and—in this case—impact on our OneOffice framework. HFS Hot Tech may not have the scale and size required to feature them in our Horizons reports, but they have the vision and strategy to impact and disrupt the market.

In the rapidly changing digital operations space, enterprises realize they cannot be everything to everyone. Enterprises consuming third-party services, service providers, and technology providers need a smart ecosystem to succeed and survive in the future. HFS Hot Tech is a service and technology provider handpicked by our analysts to help you flesh out your smart ecosystem with offerings that solve today's complex business problems and exploit market opportunities.

HFS Hot Tech organizations display truly differentiated offerings and out-of-the-box thinking that can be inspiring and useful. This report profiles one HFS Hot Tech selected through our rigorous five-step assessment. The HFS Hot Tech designation remains in place for one calendar year.

Every Hot Tech joining our program remains listed on our [exclusive and searchable database](#).

TrueFoundry: Helping enterprises build and scale GenAI



In an era where disruption due to GenAI is the order of the day, TrueFoundry offers a self-hosted cloud-agnostic platform that enables enterprises to build and scale their GenAI use cases. They started with a focus on ML but incorporated GenAI as a key focus as market demand started to shift.

Enterprises are looking to invest in GenAI solutions to increase productivity, foster innovation, and increase their speed to market. However, investments in new technology are risky, expensive, and time-consuming. It becomes imperative that companies have the right platform architecture that allows for quick experimentation for proof of concept (POC), provides scalability of these POCs to production, is cost-effective, and has the correct governance controls. Founded in 2021, TrueFoundry provides a self-hosted platform as a service (PaaS) for enterprises to build, deploy, and ship scalable large language model (LLM) applications faster and cost-effectively with governance controls in place.

TrueFoundry is backed by venture capital from Sequoia and Eniac Ventures and boasts angel investments from prominent personalities in the AI field. It serves a Fortune 10 tech giant, a Fortune 100 pharmaceutical company, a \$25 billion healthcare devices company, and several other Fortune 500 and mid-market customers across industries—namely Wadhvani AI, Whatfix, ResMed, Automation Anywhere, and Aviso AI—to name a few.

Built on Kubernetes, the platform is cloud-agnostic and works across all hyperscalers. It

provides MLOps and GenAI capabilities, including integration with internal systems and adjacent tools such as vector databases and evaluation tools. This enables enterprises to offer a GenAI platform of their choice. It provides a core tech platform to enterprises willing to build and scale GenAI use cases while solving the complexity associated with them.

Providing a developer-friendly interface, effectively optimizing costs, and delivering high-quality support help TrueFoundry stand out

TrueFoundry offers LLMOps accelerators on top of the base ML platform to help enterprises build GenAI use cases and custom applications faster. It aims to provide a 40-50% time-to-value improvement and 30-40% cost savings. For instance, the application development lifecycle shrunk from 6 to 2 months for a Fortune 100 pharmaceutical client, which enabled the company to ship 30+ LLM use cases within 12 months. The base platform includes a workbench for experimentation, an automated process for training and fine-tuning the models, and a seamless process for model deployment in any environment. With access controls and provisioning features, the platform enables effective resource management. Built on top of Kubernetes, the platform is hyperscaler-agnostic and can be deployed on AWS, Azure, Google Cloud, or even on-prem, based on the client's preference.

The platform provides clients with pre-integrated LLM models and suggested GPU configurations, significantly reducing the time developers need to deploy and fine-tune a desired model. It also provides an environment to experiment with multiple models and benchmark their outcomes, saving many hours of work for data scientists. The platform automates the provisioning of spot instances without service disruption and helps customers save on cloud costs.

Access controls, auditability, and guardrails enable CIOs to see through all their environments at a granular level. Visibility is provided to all teams—from ML to developers—ensuring everyone is on the same page. Being cloud-agnostic and easy to deploy, TrueFoundry enables quick scaling from POC to implementation, reducing the time to deploy a solution in production.

HFS spoke to a few TrueFoundry clients. They identified three standout aspects of the platform:

- 1) **Developer experience and faster deployment:** Developers found the interface user-friendly. Pre-filled templates saved the time they would have spent writing code from scratch. The platform also provided a clear view to all stakeholders, keeping them on the same page.
- 2) **Cost:** There was a significant difference in pricing for TrueFoundry's services compared to similar offerings from competitors. The TrueFoundry platform also efficiently provisioned compute resources, which reduced cloud costs.
- 3) **Support:** The TrueFoundry team provides a good overview of the platform and its capabilities and is present throughout to address any issues the client may face. Requests are turned around promptly, and senior leadership is quite approachable.

A developer-friendly platform that offers single-click access to multiple models, is cloud agnostic, optimizes for cloud and resource costs, and provides prompt support is an impressive combination when choosing a platform to build, deploy, and manage LLM models.

HFS' take

We chose TrueFoundry as an HFS OneOffice™ Hot Tech because it helps its clients navigate the complex and costly choices for building out GenAI use cases. It provides expansive support access to multiple LLMs, is compatible with all hyperscalers, and provides a unified view of implementations, enabling all teams to be on the same plane. At a time when cloud costs are ballooning and GPUs are hard to come by, TrueFoundry's ability to effectively provision resources is key to its value proposition. The ability to sign up important clients showcases its growth.

As GenAI evolves, TrueFoundry should consider helping clients with the business case of building out AI applications directly or through partners they have already started investing in. TrueFoundry should also evaluate building out advisory capabilities or partnering for those activities.

Vendor fact sheet

- **Founded:** 2021
- **Headquarters:** San Francisco, California, USA
- **Key executives:** Anuraag Gutgutia, Nikunj Bajaj, Abhishek Choudhary, Gaurav Mehta
- **Number of employees:** 30+
- **Funding source:** Raised funding from Sequoia Capital, Eniac Ventures and many other Fortune 100 CXOs as angel investors
- **Number of clients:** 25+
- **Key clients:** Fortune 10 tech giant, Fortune 100 pharma company, 25 billion USD medical devices company
- **Domains:** GenAI/LLMOps/MLOps
- **Solution portfolio:** Platform as a service (PaaS) for building and deploying ML / LLM
- **Industry coverage:** Across all industries

The HFS Hot Tech Report team

Authors



Suhas is an associate practice leader for HFS Research and a key member of the IT services team. His coverage areas include cloud-native transformation, hyperscaler strategies, and ecosystems across cloud, data, and AI. He also covers the tech, media, telecoms industry.



Tom Reuner is an executive research leader and head of EMEA for HFS Research. Tom manages the HFS IT services practice, covering cloud-native transformation, application modernization, and quality assurance. His research focuses on aligning cloud coverage with organizations' transformation journeys. Additionally, Tom covers the emerging ecosystem of ServiceNow and how it spurs new operating and engagement models. As head of EMEA, Tom directs HFS' research coverage and spearheads the strategic go-to-market in the region.

Hot Tech Program Lead:



David is an executive research leader for HFS Research and is editor-in-chief of the HFS Hot Tech program. He also leads our OneOffice™ emerging technology practice, is our strategic lead on generative AI, Web3, and metaverse, and covers automation and employee experience. He is a published author (*The 10 Principles of Open Business*, Palgrave Macmillan), a former Tier 1 consulting director, and a digital strategy and innovation expert with leadership experience in start-up, scale-up, and enterprise digital transformation.

About HFS

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Our analysts and strategists have deep, real-world experience in the subjects they cover. They're respected for their independent, no-nonsense perspectives based on thorough research, demand-side data, and personal engagements with industry leaders.

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