# Neocloud Expansion Opens Second-Life GPU Markets for ITAD Providers, with Buyer Access and Profitability Still Uncertain

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**Buyer Profiles, Sales Opportunities and Commercial Outlook - Global**: Neocloud providers have become major buyers of AI computing infrastructure, opening new opportunities for refurbished GPUs. While larger operators typically require the latest hardware to support demanding workloads, smaller providers, enterprises and research organizations may find previous-generation GPUs more affordable and suitable for their needs. This situation opens up a new channel opportunity for ITAD providers who have been operating outside the hyperscaler sector.

## What are Neoclouds?

Neoclouds are specialized cloud computing providers that offer access to high-performance GPU infrastructure, primarily for artificial intelligence training, inference and other compute-intensive workloads. Unlike traditional hyperscalers such as AWS, Microsoft Azure and Google Cloud, neoclouds concentrate on GPU computing capacity rather than offering a broad range of cloud services. Examples include CoreWeave, Lambda and Crusoe.

## Where they sit in the AI infrastructure market

Neoclouds occupy a position between AI hardware manufacturers and the organizations that need computing capacity. They purchase or lease GPU servers, deploy them in data centers and rent computing capacity to AI developers, enterprises and research institutions.

Some also supply capacity to hyperscalers seeking additional AI infrastructure.

Neoclouds represent an emerging customer segment for IT asset disposition and hardware recovery services. Their rapid infrastructure expansion creates opportunities in server deployment, equipment relocation, component recovery and, eventually, large-scale decommissioning. Their relevance to ITAD extends to the secondary GPU market. As newer accelerators enter service, previous-generation GPUs may become available for resale to organizations with less demanding computing requirements. ITAD providers with expertise in GPU testing, refurbishment, secure data handling and international remarketing could benefit from these hardware transitions.

All in all, the commercial opportunity depends on the pace of GPU replacement and the residual value of retired equipment. Neocloud growth expands the installed base of specialized AI hardware, but the timing and volume of equipment entering secondary markets will depend on hardware economics, workload requirements and operator replacement strategies.

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