

ARUBA ENTERPRISE FOR XREFERENCE BEYOND THE CLOUD: A SOVEREIGN INFRASTRUCTURE FOR AI INFERENCE

Xference is redefining how organisations interact with technology through AI inference, positioning itself as an Inference Provider focused on absolute privacy and full data sovereignty. Founded in 2025 by Andrea Pili, Michele Fadda and Francesca Audino, the startup addresses a critical and increasingly urgent challenge: enabling companies of all sizes, public bodies and professionals to leverage AI without exposing sensitive or proprietary data to external environments.

Its solution is an infrastructure built around compliance with key regulations such as the GDPR and the AI Act, combining advanced performance, security and accessibility to make local, tailored AI available to organisations of any size—quickly, easily and cost effectively.

Xference is headquartered in Cagliari, a city with a long-standing tradition of innovation in telecommunications and data networks. The company successfully closed a €700,000 pre seed round, enabling the launch of its beta phase in early 2026 with the first 100 invite only customers. A seed round is planned by the end of the same year to support the controlled growth of the infrastructure, service and business.



SOLUTIONS ADOPTED

- ✓ [Data Center Infrastructure](#)

The requirements

Xference was founded with the ambition to solve a paradox of contemporary AI: relying on opaque, energy intensive global infrastructures for every inference need, even the simplest and most targeted ones. This inefficient approach leads to oversized information perimeters, dependency on global connectivity, privacy risks, and unnecessary costs and energy consumption.

“Our idea is to provide an infrastructure for the inference of open source LLMs that guarantees complete digital autonomy and maximum privacy,” explains Andrea Pili, co founder and CEO of Xference. “Unlike traditional providers, we do not train models—we optimise their execution, ensuring that customer data remains confined to their own environments without ever being duplicated or transferred externally.”

The goal is to facilitate AI adoption through no code solutions that are energy efficient and compliant with European regulations

such as the GDPR and the AI Act. By installing open source LLMs on dedicated machines connected via encrypted end to end, site to site links, the inference process remains entirely under the customer’s control, inaccessible to any external party.

Excluding the use of cloud platforms due to insufficient transparency and control, Xference also chose not to build proprietary physical sites. Instead, it sought an external partner capable of providing a secure, scalable and high performance data center suitable for a rapidly expanding infrastructure.

“In particular, we need to guarantee all the power required by our systems—we are talking about 24 kW per rack, whereas the typical industry offering is about a quarter of that—together with linear scalability that allows us to grow from a small startup to a leading European Inference Provider with hundreds of active nodes, without facing space saturation issues,” Pili notes.

The solution

Aruba rapidly designed and deployed a colocation solution capable of supporting Xference’s growth trajectory without introducing any structural limitations. This was complemented by a Hardware as a Service (HaaS) offering that handles the procurement and operational activation of machines according to the customer’s specific configurations.

“This aspect is extremely important, especially in the startup phase, because it frees us

from activities that, while essential, would distract us from our core focus,” says Michele Fadda, co founder and CTO. “Aruba managed to meet this need as well, even though sourcing systems to our specifications is not straightforward. The overall response made it clear that we had found not just a supplier, but a true partner capable of supporting us on our journey.”

Benefits

The partnership delivers a series of strategic, technical and financial advantages essential for a startup aiming to accelerate its development.

Locating Xference's infrastructure within Aruba's IT3 data center in Ponte San Pietro places it in an environment of excellence, with extensive space and power availability that will support growth while keeping hardware components physically concentrated—reducing latency and simplifying management.

The hardware itself is provided by Aruba in HaaS mode, allowing Xference to avoid capital expenditure and convert it into more flexible operational costs. Aruba also handles

all aspects of physical installation, rack configuration and networking components (perimeter firewalls and switches).

"Xference's mission is to make customers fully sovereign and independent in their use of AI," explains Andrea Pili. "However, digital sovereignty cannot be reduced to a simple geographical factor by placing a data center in Italy; it must guarantee complete autonomy and confidentiality of data. This objective is fully shared by Aruba, an Italian excellence owned by a national shareholder structure and boasting numerous certifications focused on security, privacy and compliance at every level."

Future developments

Once the preliminary phase with the first 100 beta users is completed, Xference will launch a controlled, invite only rollout to grow

gradually while monitoring workloads in real time, optimising resource expansion based on actual user needs.

