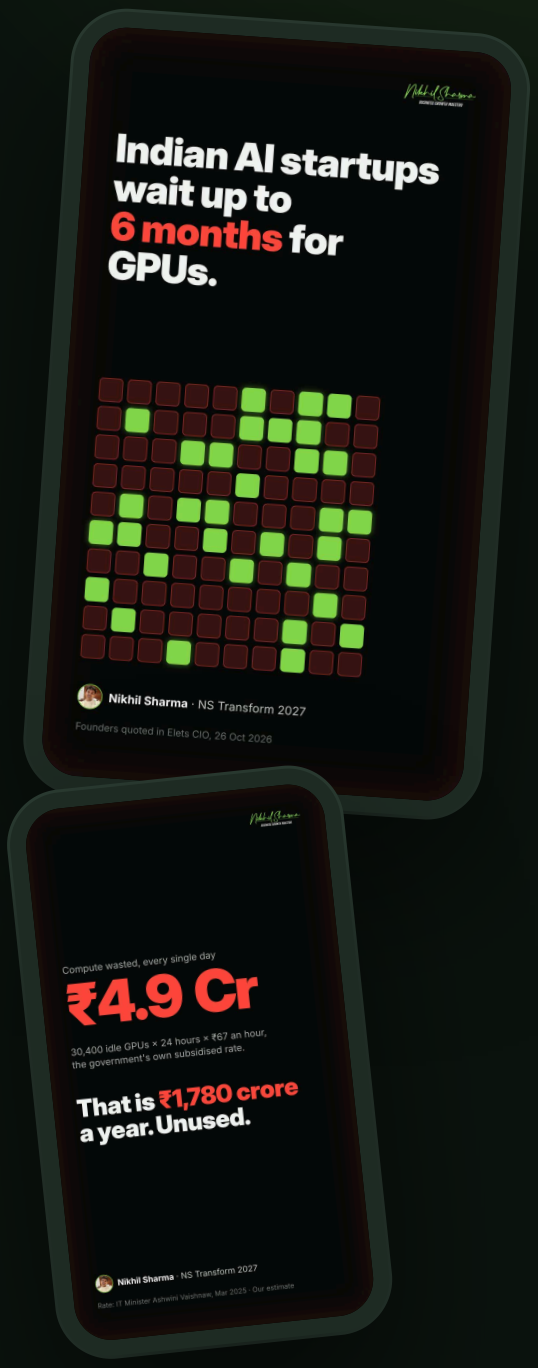
Nikhil Sharma
BUSINESS GROWTH MAESTRO

NS TRANSFORM 2027 · FIELD PLAN NO. 01

Fill India's *idle GPUs* in 90 days.

A practical plan to turn the IndiaAI Mission's compute from a warehouse into a working engine for Indian startups.

~20%	₹4.9 cr	90
utilisation	idle per day (est.)	days to fix





Nikhil Sharma
Founder, Fabulous Media · since 2008
NS Transform 2027 · nikhilsharma.com

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The GPUs exist. *The demand does not reach them.*

38,000+

GPUs onboarded under the IndiaAI Mission

IndiaAI / MeitY, 2025–26

₹10,372 cr

Total IndiaAI Mission outlay approved in 2024

Union Cabinet, Mar 2024

~20%

Reported utilisation of mission GPUs. Roughly 8 in 10 sit idle.

Rhodium Group, "Hyperscaler Heaven?", Nov 2026

₹67/hr

Subsidised GPU rate on the IndiaAI compute portal

IT Minister Ashwini Vaishnaw, Mar 2025

≈₹4.9 cr

Subsidised compute left unused every day (30,400 idle GPUs × 24 h × ₹67)

Our estimate. About ₹1,780 crore a year.

3–6 months

Wait for GPUs reported by Indian AI founders and investors

Elets CIO, 26 Oct 2026

The paradox is simple. Founders wait months for compute while subsidised capacity sits idle. This is not a hardware problem. It is an access, payment and demand problem, and each of those can be fixed inside a quarter.

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Five frictions *between a founder and a GPU.*

1. **Slow allocation**
   Approval cycles built for grants, not for engineers who need a cluster this week.

2. **Delayed payments to providers**
   When providers wait to be paid they ration capacity or send it to buyers who pay faster, including overseas.

3. **Demand stays on global clouds**
   Enterprises and government teams default to the clouds they already use. Indian capacity never enters the procurement shortlist.

4. **Discovery and paperwork**
   Most early-stage founders, colleges and MSMEs do not know the portal exists or stop at the forms.

5. **Skills to use the compute**
   Raw GPU hours help only teams that can train, fine-tune and deploy. Many cannot yet.

Frictions 1–3 are drawn from reporting by Rhodium Group (Nov 2026) and NewsBytes (Mar 2026). Frictions 4–5 are our assessment from working with founders.

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Three phases. *One target: 50% utilisation.*

DAYS 1–30 · OPEN THE DOORS

Make access instant

MOVE	MEASURE
Auto-approve compute credits for every DPIIT-recognised startup, AICTE college and Udyam MSME	Time from sign-up to first GPU hour under 48 hours
One-click, UPI-simple sign-up and billing on the compute portal	Sign-up completion rate
Publish a live public utilisation dashboard by provider and GPU type	Dashboard live by day 30

DAYS 31–60 · ANCHOR THE DEMAND

Bring the big workloads home

MOVE	MEASURE
Route central and state government AI workloads to mission capacity first	Share of government AI spend on Indian compute
Pay providers within 30 days, every time	Average days to payment
Open sector challenges (agri, health, Indic language) with compute as the prize	GPU hours consumed by challenge teams

DAYS 61–90 · BUILD THE HABIT

Turn trial into steady use

MOVE	MEASURE
Compute grants to university labs tied to published models	Active university users
Migration credits for enterprises moving AI work from global clouds	Enterprise GPU hours per month
Pair credits with hands-on training through IITs and startup hubs	Teams trained who return within 30 days

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Don't wait for policy. *Use what is already open.*

1 **Apply on the IndiaAI compute portal**
Check eligibility for subsidised GPU hours before you sign a global cloud contract.

2 **Price your compute plan in rupees**
Model your training and inference cost at the subsidised rate. It changes your burn and your runway.

3 **Ask Indian providers for credits**
Empanelled providers want steady customers. A clear workload plan gets better terms.

4 **Start with one agent, one use case**
Prove value on a narrow problem before you scale compute. Utilisation follows usefulness.

SOURCES

- Rhodium Group, "Hyperscaler Heaven?" via The Hindu BusinessLine and Elets CIO, 2 Nov 2026
- NewsBytes, "GPUs for AI research lying unused in India", 4 Mar 2026
- Elets CIO, "India's AI companies face 3–6 month GPU delays", 26 Oct 2026
- Millennium Post, "GPUs will be available at Rs 67/hr on IndiaAI compute portal: Vaishnaw", Mar 2025
- Union Cabinet approval of the IndiaAI Mission, Mar 2024

Figures are as reported by the sources above. The daily and yearly waste figures are our estimates. This plan reflects the views of Nikhil Sharma and NS Transform 2027.

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AI is the lever. *Growth* is the goal.



NS Transform 2027 works with founders who want to scale with AI at the core: sharper go-to-market, leaner operations and a clear path to capital.

01
Growth diagnosis
Find the one bottleneck holding your revenue back.

02
AI-first go-to-market
Content, demand and sales engines built on AI.

03
Path to scale
Plans, partners and capital for the next stage.

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