

Request for Proposals (RFP) U.S. Hardware Manufacturing

U.S. Manufacturing Partners

January 2026

1. Strategic Vision & Purpose

OpenAI has a long-term ambition to establish U.S.-based hardware manufacturing and assembly that reflects U.S. values, supports resilient supply chains, and fosters national innovation leadership. OpenAI is making these investments to accelerate US capability building in these critical sectors. Over the next 10 years, OpenAI seeks to localize significant portions of the manufacturing for its hardware devices and data centers, including key components, modules, and final assembly.

This Request for Proposals (“RFP”) seeks strategic U.S. partners who can scale advanced manufacturing in support of OpenAI hardware programs in consumer electronics, AI datacenters, and robotics, aligned with long-term U.S. industrial goals and OpenAI commercial roadmaps.

1.1 Scope of Proposals

OpenAI is soliciting proposals for U.S. based manufacturing sites in the following areas:

Consumer Devices:

- Final Assembly & Test
- Encoders
- Electronics PCB Assembly
- Advanced Node Silicon
- Displays & Optics
- Mechanical Tooling
- Electromechanical Modules
- Manufacturing Equipment
- Packaging & Fulfillment
- Materials

Robotics:

- Electromechanical Modules, including actuators for robotic applications
- Precision bearings (ball, roller, harmonic)
- Harmonic drives / strain wave gears
- Gearboxes and Motors
- Permanent Magnets
- Power electronics

Datacenters:

- Backup Generators
- Transformers
- Automatic Transfer Switch / Static Transfer Switch
- UPS
- Chillers
- Dry Coolers
- Rear Door Heat Exchangers (RDHX)
- Coolant Distribution Units (CDUs)
- Cold Plates

1.2 Confidentiality

OpenAI is soliciting proposals through this RFP and recognizes that respondents may submit proprietary, sensitive, or confidential information as part of their responses. Accordingly, OpenAI will take every effort to protect the confidentiality of all proposals received and to ensure that respondent information is handled in a responsible and appropriate manner throughout the evaluation process. Participation in this RFP does not limit OpenAI's ability to pursue similar projects based on independently developed information, publicly available information, or information received from other sources, nor does it, by itself, create a commitment for OpenAI regarding compensation for concepts or information shared during the evaluation process.

2. Proposal Instructions

Respondents are requested to submit **a single PDF document** outlining their current and planned US manufacturing facilities including design, scale, timeline for operation, high-level financial model and technological capabilities of each facility. We are only seeking proposals for sites located in the United States that can be brought online rapidly and can be expanded over time to grow capabilities and scale.

Submissions should be limited to 25 pages and specifically address the following categories:

- Location: site description including specific geographical and topological features on the site (ex. wetlands, hills); Evidence of accessibility and ease of logistics for major construction efforts
- Timeline: project should identify capabilities and needs aligned to RFP Process and Key Dates specified below
- Manufacturing & Technology Requirements: comparison to state-of-the-art facilities globally, automation capabilities, IPC Class 2/3 quality standards, product traceability / MES systems, reliability standards, secure handling of proprietary hardware, and cybersecurity compliance
- Power and Utility Access: accessibility and proximity to necessary infrastructure; evidence of utility partnerships for power enablement, both as a power supplier and as an interconnect partner
- Cost and Financial Model: proposed overall cost including: ownership structure and NRE cost by project phase, capex and opex estimates for construction and ramp; cost comparison to international facilities; availability of local, state, and federal incentives; tariff mitigation and long-term price curve strategy
- Corporate Capabilities: existing track record of delivering similar or comparable projects in the US or globally, key partnerships and dependencies, company financials

3. Submission Evaluation and RFP Timeline

OpenAI will evaluate proposals on an ongoing basis. Proposals selected for further evaluation will be invited to submit a full package RFP with additional detailed instructions to be shared only after invitation.

Initial proposals must be submitted, via email, by the dates specified in section 4, to the Hardware Supply Chain team (see contact information below).

Project proposals will be evaluated on the following criteria:

- **Technical Capability:** capacity to meet the technical and speed-to-market requirements; timeline for scaling domestic production, including replicable factory designs, automation readiness, and supply-chain integration
- **Cost & Scale Competitiveness:** sound financial model, use of incentives, cost efficiency of proposal;
- **Security & Compliance:** demonstrated capability to meet security requirements enumerated above
- **Risk Mitigation:** effective strategies for regulatory, build, environmental, supply chain and workforce risks
- **Innovation & Automation:** Proposals should demonstrate manufacturing technologies, meaningful use of automation and AI *in the manufacturing process itself* (not just the product), and integrated factory intelligence that improves yield, quality, cost, and resilience beyond industry norms.

4. RFP Process & Key Dates

OpenAI will accept submissions on a rolling process. The below dates are deadlines to be considered, however we anticipate kicking off partnership prior to the below deadlines.

- RFP Issued — January 2026
- Deadline to submit Initial Proposals — June 2026
- Vendor Selection — March 2027
- Joint Planning Kickoff — April 2027

5. Contact & Submission Instructions

All submissions should be directed to:

OpenAI Hardware Supply Chain Team

Email: USMFG@openai.com

Subject: RFP: U.S. Manufacturing – [Consumer/Robotics/DataCenter] [Company Name]