



Subject Matter Expert (SME) Brief Hitachi Data Systems



DATA CENTER FOCUS

Datalink provides you with the highest level of technical expertise in consulting, analysis, design, implementation, management, and support for your storage infrastructure and data center solutions. We are well versed in helping you maximize the outstanding performance, reliability, and value of solutions from Hitachi Data Systems (HDS) throughout the lifecycle of your investment. Our experience, expertise, and deep partnership with HDS will provide confidence while minimizing integration risk.

STRONG HDS PARTNERSHIP

Our strategic partnership with HDS reflects our commitment to providing superior data storage, virtualization, and consolidation solutions. Our strong partnership consists of:

- An Hitachi TrueNorth Platinum Partner (the highest HDS partnership available in the U.S.)
- A Tier 1 HDS partner, which means we buy direct from HDS, ensuring the best possible purchase price
- An HDS Certified Solutions Provider
 - Authorized to implement HDS software products
 - Employ numerous engineers with HDS Certified Professional (HCP), HDS Certified Implementer (HCI), and HDS Certified Architect (HCA) certifications across the country
- Deep insight into current and future products and services
- A designation as one of a select group of national HDS partners

MAXIMIZED VIRTUALIZATION AND CONSOLIDATION SOLUTIONS

HDS recognizes Datalink as a data center partner capable of delivering best-in-class services that include design and implementation. We leverage best practices to quickly help customers transform their data centers into a shared virtualized infrastructure. Our core capabilities in virtualization include:

- Virtualization plans, designs, and reviews
- Storage virtualization
 - Block / SAN and file-based
- Server virtualization
 - Server consolidation
 - Backup and recovery for virtual environments
 - Disaster recovery for virtual environments
- Virtual networking and WAN optimization
 - Virtual network implementation
 - Performance, policy, and security management

We also provide Cisco® and VMware® products and best practices, giving customers a completely integrated solution. We have earned the highest partner levels for Cisco – Cisco Data Center Unified Computing Authorized Technology Provider (DCUCATP) and Gold partner – and VMware – VMware Premier VIP Partner.

Making IT happen

A complete data center solutions and services provider, Datalink helps Fortune 500 and mid-tier enterprises get the most from every IT investment – with storage, server, and network expertise across the infrastructure. We deliver greater business results throughout, designing what we sell, deploying what we design, and supporting what we deliver.

WIDE RANGE OF EXPERTISE

Proven track record

- We provide organizations with access to an experienced team of specialists whose proficiency covers all facets of the data center – unified storage, servers, and networks.
- In 2009 alone, our team completed more than 2,000 data center projects.
- Our team has extensive experience designing high-availability and disaster-recovery solutions for mission-critical environments.
- We handle everything from simple product installations to complete data center optimization and redesign solutions.

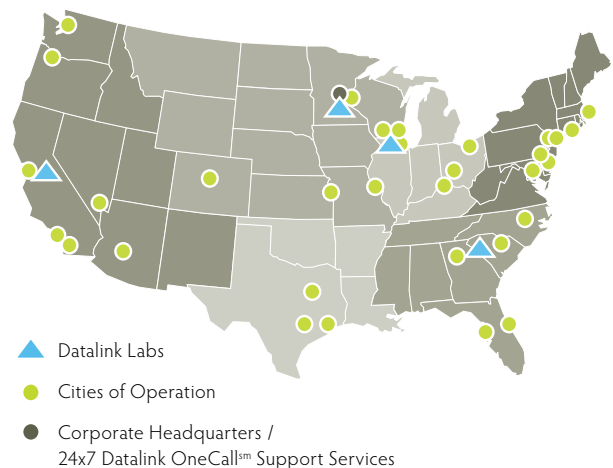
Significant breadth and scope

- We work with companies in nearly every industry.
- Fortune 500 companies rely on us to help them maximize the business effectiveness of their IT.
- We design what we sell, deploy what we design, and support what we deliver.
- We have a nationwide presence with more than 30 office locations and four testing and validation labs throughout the U.S.

TOOLS-ASSISTED SERVICES

We offer comprehensive services – both quantitative and qualitative – that help you properly architect your IT infrastructure for your virtual environment. Examples of our services include:

- Backup audit and assessment services
- Capacity utilization and reporting services
- Storage assessments
- Virtualization planning and design services
- Virtualization infrastructure services



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