



Solution Brief

Research & Innovation Hubs

Streamlining the assessment and validation of advanced technology solutions

IT innovation and transformation requires the evaluation of an ever-expanding list of technology choices and an understanding of the frequent changes to existing options. Plus, as in the case of cloud transformation, the selection can impact skill sets and processes as well. Consequently, the ability to identify the right solution elements — from technology to services — in an efficient manner is critical.

Put our research to work for you

Our three Research & Innovation Hubs help you streamline the assessment process, giving you the data and insights you need to move ahead with your technology initiatives and future-proof your business. We continually identify, build out, and test innovative solutions so that we can provide fresh insights on how to effectively address the most complex business challenges.

This includes breakthrough ideas in:



Converged and hyperconverged infrastructure



Networking and software-defined networking



Cloud and hybrid cloud solutions



Data protection and recovery



Data migration



Virtualization



Core-to-edge and cloud security



High availability solutions



WAN and SD-WAN

Solutions from industry leaders like Cisco, NetApp, Microsoft, Hitachi Vantara, Palo Alto Networks, Pure Storage, Veritas, and many more are available in the Hubs.

Services that benefit your bottom line

By using the Research & Innovation Hubs, you are able to realize your vision for technology modernization or comprehensive data center transformation more quickly and efficiently. For example, your organization can:

- + Maximize return on investments
- + Achieve organizational goals quicker
- + Reduce time spent assessing technologies prior to purchasing
- + Validate technology solutions
- + Deploy complex technology solutions easier
- + Get infrastructure up and running faster
- + Get access to subject matter experts who are intimately familiar with a wide range of technologies and their interactions

These capabilities enable you to save time and effort in the short-term and achieve better business results in the long-term.



Many scenarios for leveraging the Hubs

Located in Eden Prairie, MN, Hanover Park, IL, and at our headquarters in Tempe, AZ, the secure, vendor-neutral Research & Innovation Hubs can be used in many ways by clients, including:

- + **Cross-vendor solution testing and validation**
Access to the latest technology allows IT leaders to develop and test solutions that incorporate offerings from multiple vendors — something the manufacturers themselves cannot do in many cases.
- + **Vendor-neutral technology demos**
In the Hubs, clients can view solution-focused demos that allow them to evaluate many products and make well-informed decisions.
- + **Solution proof-of-concepts**
From simple examples of how a product is managed to complex simulated environments comprising many elements, clients are able to develop proficiency and confidence in the technologies they have selected.
- + **Support scenario testing**
In some cases, the best way to ensure that a proposed resolution will have the desired effect is to replicate the environment in one of the Hubs and thoroughly test the fix before implementing it in your live environment.
- + **Public cloud provider testing**
IT leaders can use the Hubs to test hybrid and multi-cloud environments from providers like Microsoft, Amazon, and Google.
- + **Client and staff training and workshops**
Educational sessions through the Hubs help clients and our own teams get up to speed quickly and maintain a high level of product or solution proficiency as new updates are released and technology evolves.

Manufacturers and our skilled technologists and engineers capitalize on the Hubs in many ways as well. For example:

- + **Skills development and maintenance**
Our architects, engineers, and others use the Hubs to learn new technology and maintain the high level of proficiency needed to achieve the wide range of technical certifications we hold.
- + **Early access to new technology for our team**
Leading equipment and software manufacturers give us access to new products and product updates through the Hubs as soon as the products are generally available to the market. This allows us to validate them and provide feedback to the providers. It also enables us to become highly proficient in the new technology so that we can deliver exceptional value to clients.
- + **Validation of portfolio additions**
Before we add a new product to our list of recommended technologies, we fully vet it in the Hubs. In this way, we ensure we understand all of its features and capabilities so our clients know they are getting a high-quality product.



Meaningful solutions driving business outcomes

We provide expert guidance on cloud integration and data center transformation to organizations of any stage or maturity. By holistically supporting the adoption of new technologies, we enable companies to meet business challenges, improve service levels and efficiency, support growth, and reduce risk.

Learn more at:

datalink.com | insight.com