



Solution Brief

Professional Services: Data Center Solutions

Leverage the latest technology and services to drive business success

IT is evolving faster than ever before. Insight and Datalink can help you capitalize on the latest advances to reduce the total cost of data center ownership, increase return on investment, and address the growing divide between traditional IT and your business. We do this by delivering the latest converged and hyperconverged infrastructure, enterprise storage, data protection, and software-defined data center solutions. Whether your operations span multiple clouds, rely on hybrid cloud, or utilize cloud-ready, on-premises IT infrastructure, our data center solutions simplify data center operations, improve service delivery, and enable cloud initiatives.

Customized, cost-effective data center solutions to meet every need

- + **Converged infrastructure solutions** have revolutionized the data center environment, increasing computing densities, agility and scalability, and reducing costs in the process. Thoughtfully designed infrastructure optimizes workloads and reduces the data center footprint using the latest technologies. Converged infrastructure solutions from Insight and Datalink provide superior resiliency to your most critical workloads, ensuring high availability in all situations.
- + **Enterprise storage solutions** balance performance, capacity, and availability by consolidating traditional storage environments into next-generation cloud-enabled storage solutions. We support multivendor, cloud-enabled storage solutions that provide a single storage architecture framework to maximize your ability to meet performance and resiliency SLAs across all data locations.
- + **Data protection solutions** cover the complete continuum of functionality including availability, replication, snapshots, backup, archive, and more to meet any service level, any time. Our data protection solutions enable you to protect your data from all forms of risk and threat across on-premises, virtual, hybrid, and public cloud environments.
- + **Software-defined data center solutions** help your organization share IT services among multiple business units, driving down costs and increasing efficiency. Private clouds, enabled by software-defined infrastructure and self-service, are flexible and agile, rapidly providing IT services to end users through streamlined provisioning, while also allowing your organization to maximize the value of IT infrastructure and increase ROI.

Staying ahead of rapidly expanding demands

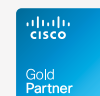
Today, digital transformation is not just about servers. It happens at all layers of the data center, including infrastructure, servers, storage, applications, and desktops.

High-demand workloads and explosive global data growth are requiring larger and more complex storage solutions, pushing the scalability limits of aging media and platforms. At the same time, client-side applications and an exponential growth in end user data demands are pushing many of today's storage architectures to their limits of performance, availability, and capacity.

Why Datalink and Insight

- + We bring decades of experience in digital transformation, including infrastructure, storage, and data protection to bear on client challenges.
- + Our 1,500 services professionals have earned 3,000+ technical certifications.
- + Our team includes experienced sales executives, presales solution architects, and data center services engineers and architects.
- + We provide a remote network operations center for remote monitoring.
- + Dual 24/7 North American support centers provide immediate access to more than 85 skilled support engineers to ensure issues are resolved quickly and accurately.

Proud to partner with industry leaders



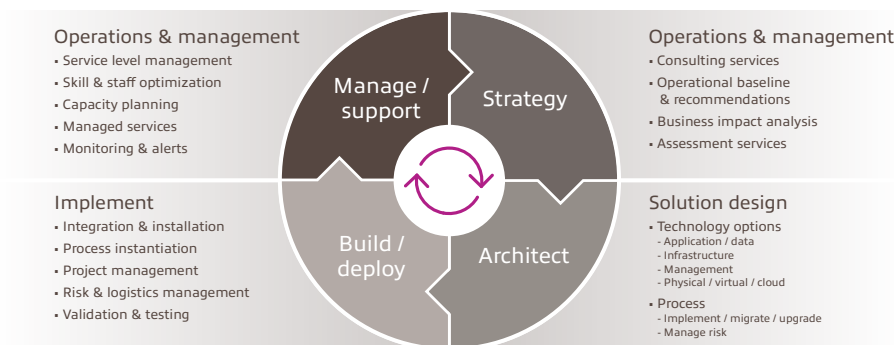
Converged infrastructure, storage growth, data protection, software-defined data center, cloud, space, and environmental concerns can all be significant challenges for your data center without a strong vision and holistic approach to scalable, affordable growth. Insight and Datalink can help businesses of all sizes chart a successful course with the latest technologies.

A proven process for data center transformation

Insight and Datalink architect highly-effective, customized, cloud-enabled data center solutions by combining best-in-class hardware, software, and services.

These solutions provide the necessary foundation to meet the highest demands of your application workloads while giving you the flexibility to expand your infrastructure as your business grows.

Guiding you through the complete IT lifecycle



Our data center solutions:

- Reduce complexity through standardization
- Equip you with agile infrastructures to better accommodate your critical applications
- Provide hybrid cloud computing as needed
- Reduce time to market for applications

No journey would be complete without investing in the next generation of data center automation and orchestration. A proven approach to using hardware, software, and services around advanced infrastructures and enterprise storage can be leveraged to create a standardized converged infrastructure to accelerate private cloud adoption in your organization.

Approach	Solutions and services	Associated products
Converged infrastructure	<ul style="list-style-type: none"> • Health check services • Design and deploy services • Upgrade services • Optimization and remediation services 	<ul style="list-style-type: none"> • NetApp® FlexPod® • Cisco UCS® / HyperFlex • FlashStack • VMware vSphere® • Nutanix • Dell EMC™ VxRAIL
Enterprise storage	<ul style="list-style-type: none"> • Health check services • Design and deploy services • Upgrade services • Optimization and remediation services • Cloud integration services 	<ul style="list-style-type: none"> • NetApp AFF/FAS • Pure • Dell EMC Unity
Data protection	<ul style="list-style-type: none"> • Health check services • Design and deploy services • Upgrade services • Optimization and remediation services • Cloud integration services 	<ul style="list-style-type: none"> • Commvault • Veritas • Veeam • Rubrik • Dell EMC • Cohesity
Software-defined data center	<ul style="list-style-type: none"> • Accelerator (Jumpstart) services • Readiness services • Design and deploy services • Integration services 	<ul style="list-style-type: none"> • Cisco CloudCenter™ • VMware vRealize Suite® • VMware NSX®

Our depth of product knowledge and strong relationships with industry leaders are demonstrated year after year:

- + Cisco National Data Center Partner of the Year (2017)
- + Cisco Commercial Partner of the Year (2017)
- + Cisco Master Cloud Builder; Cisco Master Security Specialized; Cisco Master Unified Communications Specialized; Cisco Master Managed Services
- + Cisco Capital Partner of the Year (2017)
- + Cisco Data Center Architectural Excellence – Data Center Public Sector (2017)
- + VMware Global Desktop Competency Partner of the Year (2013)
- + VMware Partner Technical Advisory Board Member
- + Nutanix Elite Partner
- + Veritas Platinum Partner
- + NetApp Star Partner
- + NetApp Flash Partner of the Year (2017)
- + Dell EMC Titanium Platinum Partner

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