

PROVING WHAT'S DOABLE WITH THE CLOUD.

»» DATALINK ON DEMAND LABS

Everyone knows the cloud holds great promise for cost savings, efficiency gains, and competitive advantages. But how can you get past the hype and promises to discover what the cloud can truly do for you? Datalink proves how the cloud can impact your organization – before you implement and invest – so you can launch faster and with significantly less risk.

With Datalink on Demand Labs, you can experiment with the cloud in a live, functioning cloud environment in person or virtually. Datalink labs clearly and simply demonstrate how the cloud transforms common services delivered by IT, as well as how you can address the impact of cloud solutions on broad technology and processes.

Datalink on Demand Labs: The engine that drives business results

In Datalink on Demand Labs, our fully functional cloud demonstration environment, you can see demonstrations of high-value cloud services that apply to many organizations. Our predefined yet flexible cloud use cases provide an initial framework for a cloud proof of concept, and include:

- › Test organization via a private cloud infrastructure-as-a-service (IaaS) offering
- › Development organization via a private cloud platform-as-a-service (PaaS) offering
- › Generic IaaS hybrid cloud services (i.e., virtual machine configurations, virtual networking, and virtual storage)
- › IaaS cloud services for cloud providers



These use cases are intended to give you a clear path to the benefits of cloud – and to the fastest way to leveraging the efficiencies of cloud for your business. The questions you'll be able to answer are:

- › What infrastructure platforms or unified architectures will lay the right foundation for your cloud?
- › How does the automation of infrastructure impact provisioning?
- › What processes should be put into place for managing a multi-layer cloud infrastructure?
- › How do you define a usage and accounting model for cloud services delivery?

From there, we can transform these initial proofs of concept into specific use cases and on-premise pilot projects.

Subscription Datalink on Demand Labs: Put solutions to the test

Know exactly what you're getting before you invest and implement. Our subscription Datalink on Demand Labs let you spend more time learning, testing, and experimenting with cloud use cases. Whether you'd like to dive deeper into our predefined use cases or tailor a use case to your specific requirements, we will build out the use case in our lab and provide you with exclusive access over the Internet or at our executive briefing center. Test and validate these new technologies, learn precisely how the cloud will work for you, and get the hands-on experience to effectively launch the cloud – all without risk, prolonged hassles, or negative impacts to your operations.

Proof of concept service: The fastest way to a real, working cloud

Additionally, you can customize your cloud exploration with our cloud proof of concept service. We can rapidly deploy a test cloud environment that is tailored to your specific use cases within your facility, using your hardware and software. This evolution of Datalink on Demand Labs enables you to prove without a doubt how to achieve your goals with the cloud and effectively integrate the cloud into your existing infrastructure.

Built using best practices and best-of-breed technologies

Datalink on Demand Labs are built on a multi-layer cloud architecture that leverages best-of-breed technologies and processes including Cisco® Unified Computing System; Cisco Nexus; storage from NetApp®, EMC, and Hitachi Data Systems; and VMware® vSphere™, vCenter™, and vCOPS. These technologies form the foundation of the Datalink on Demand Labs cloud, which uses the following market-leading unified architectures:

- › FlexPod™ from VMware, Cisco, and NetApp
- › VSPEX™ from EMC, Cisco, and VMware
- › Datalink V-Scape™, a validated reference architecture with the flexibility to leverage existing and new technologies from a broader portfolio of vendors

VMware vCloud™ and Cloupia orchestrate and operate the Datalink on Demand Labs.

In addition to cloud solutions, Datalink on Demand Labs can be leveraged to provide hands-on demonstrations of these unified

architectures, as well as the encapsulated technologies. We can conduct performance and interoperability testing of server, storage, and network solutions based on your requirements. When you are ready to launch new technologies, we can prepare these solutions to your specifications for plug-and-play deployment.

Benefit from industry-leading expertise

Datalink labs serve as a training and development center for our professional services team, helping them stay current on technologies and gain hands-on experience. Additionally, our team uses the labs to continuously reevaluate technologies to ensure that the solutions we recommend are relevant and appropriate – so you can launch the best-available technology.

The Datalink on Demand suite

Datalink offers a suite of on-demand services designed to help clients explore use cases for the cloud and virtual data centers. Datalink on Demand Labs and Datalink cloud enablement services prove what's doable with the cloud – so your cloud will do more for you.

To schedule a Datalink labs cloud validation – in person or via the cloud – complete the request at www.datalink.com/cloud or call **800.448.6314**.