



## virtualization infrastructure services



**Solve issues today and proactively plan for tomorrow.**

Regardless of the combination of server, storage, or network virtualization solutions that you're launching, Datalink's virtualization infrastructure services can help you dramatically improve utilization, increase overall agility, and align resources with your organization's goals.

The combination of our data-driven analysis and qualitative review gives you the tools you need to manage the inherent complexities of virtualized environments.



**WHY DATALINK**

- Our professional services teams leverage years of experience virtualizing servers, storage, and networks.
- We have a proven track record of integrating virtualization strategies to achieve the highest data center efficiency.
- Our automated, turnkey process takes the burden off your staff.
- As objective IT specialists with more than 500 sales and engineering certifications, we give you access to the best-available IT technology for your specific needs and ongoing, single-source support for multiple-vendor infrastructures.
- Our expertise spans all phases of the technology lifecycle – from design, to deployment, to ongoing support.

**VIRTUALIZATION TECHNOLOGIES ARE ESSENTIAL TO DRIVING EFFICIENCY IN IT OPERATIONS. HOWEVER, THEY ALSO INTRODUCE COMPLEXITY THAT REQUIRES REVISED ARCHITECTURE PLANNING TO ACCOMMODATE EXTRAORDINARY LEVELS OF AVAILABILITY, RECOVERABILITY, PERFORMANCE, SCALABILITY, AND END-TO-END PROVISIONING.**

Datalink's virtualization infrastructure services can help you properly architect your IT infrastructure for your virtual environment. The combination of our data-driven analysis and qualitative review gives you the tools you need to manage the inherent complexities of virtualized environments. Ultimately, our extensive expertise and proven methodologies enable you to reap the full benefits of your virtualization solutions.



With multiple groups in your organization sharing a common blueprint, you can diagnose issues more quickly and make informed decisions regarding which technologies, processes, and resources to apply and how to evaluate the resulting improvements.

#### RECEIVE TANGIBLE RESULTS

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- Get an end-to-end view – Our services provide an end-to-end view of your infrastructure, including both physical and virtual servers, applications, storage, and networks. With this cross-domain visibility and information about how each area is interrelated, you'll be better able to identify problems and properly plan for the future.
- Identify root causes – Our virtualization experts gather comprehensive, quantitative data, and assess this information to identify bottlenecks and ways that you can optimize your servers, storage, and networks for better performance and improved service levels.
- Solve today's dilemmas – With detailed reports that include key metrics such as application contention and infrastructure response time, you'll have the information you need to solve immediate problems.
- Avoid future issues – A broad view of information can help you prevent problems from occurring. For instance, we'll show you where resources are being requested, so you can properly balance those resources. We'll clearly articulate the impact of the backup operation on your infrastructure and project how different scenarios could improve it.
- Eliminate the guesswork – Our analytical approach enables you to properly design and align your infrastructure for your virtual environment. You can be confident in your decisions, as they will be based on concrete data.

#### USE TECHNOLOGY-DRIVEN ANALYSIS TO SOLVE PROBLEMS AND PLAN AHEAD

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Our virtual infrastructure services are driven by robust analytics management software, provided by Datalink and powered by Akorri BalancePoint™. This proven technology is part of StorageScape, a suite of Datalink tools designed to help organizations better optimize their IT infrastructures. The agent-less technology runs as a VMware® virtual appliance.

Our virtualization infrastructure services provide scorecards that enable problem resolution and better planning for the future.

#### SELECT THE LEVEL OF ANALYSIS THAT'S RIGHT FOR YOU

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We offer two types of virtual infrastructure analysis – the virtual infrastructure audit and virtual infrastructure assessment. Based on your needs, you select the service that will provide the most benefit:

- Virtual infrastructure audit – A short-term qualitative engagement
  - A pre-engagement call to review your current environment and define the scope of analysis

- Installation and configuration of the automated tool
- Offsite data analysis by Datalink
- Presentation of virtualization audit report, including detailed cross-domain analytics
- Virtual infrastructure assessment – A strategic qualitative assessment
  - A pre-engagement call to review your current environment and define the scope of analysis
  - Installation and configuration of the automated tool
  - Onsite qualitative interviews with key IT owners regarding business metrics and requirements
  - Offsite data analysis by Datalink
  - Presentation of virtualization audit report, including detailed cross-domain analytics
  - Strategic guidance focused on improving specific aspects of your virtual infrastructure
  - Tactical recommendations spanning technologies and proposed solution designs, processes required, and implications for existing resources
  - Blueprint for future projects

#### ADD STRATEGIC VALUE TO YOUR ORGANIZATION

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Datalink's virtual infrastructure services enable you to easily identify and resolve problems in your virtualized environment. You can be more proactive in designing an architecture that supports maximum efficiency, performance, and scalability. With multiple groups in your organization sharing a common blueprint, you can diagnose issues more quickly and make informed decisions regarding which technologies, processes, and resources to apply and how to evaluate the resulting improvements. This insight into your virtualized environment, along with our in-depth qualitative analysis, will help drive increased business value to your organization.

### 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.

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