



Subject Matter Expert (SME) Brief

VMware®



VIRTUALIZATION FOCUS

Datalink's end-to-end server, storage, and network consolidation and virtualization solutions simplify management, lower costs, and increase utilization of physical assets. Our virtualization practice spans five key areas:

- Server virtualization
- Storage integration with virtual environments
- Virtual block and file-based storage
- Virtual networking and WAN optimization
- Backup and recovery of virtual environments

ELITE VMWARE PARTNERSHIP

We partner with VMware to provide complete virtualization solutions. Our strategic relationship with this leading technology vendor allows us to offer our extensive expertise and thorough understanding of VMware solutions to you.

Elite partner status

- VMware Premier VIP Partner
 - Highest level in the VIP program
 - Out of 4,800 partners in North America, fewer than 100 qualify for this elite status
- VMware Authorized Consultant
 - Specialized virtualization services
 - Authorized to provide VMware-branded services
- VMware vCenter Site Recovery Manager™(SRM) Lighthouse Partner
 - Focuses on elite partners who demonstrate advanced proficiency in VMware data center solutions
 - One of only 25 Lighthouse Partners

High level of technical competency

Our IT specialists are trained on VMware best practices for enterprise environments.

- Certifications
 - More than 20 VMware Certified Professionals (VCPs)
 - More than 50 VMware Sales Professionals (VSPs)
 - More than 10 VMware Technical Sales Professionals (VTSPs)
- Competencies
 - Virtual infrastructure
 - Business continuity
 - Desktop virtualization
 - Virtualization management

MAXIMIZED VMWARE SOLUTIONS

- Scale your virtualized infrastructure in a predictable fashion
 - Many initial VMware implementations focus primarily on consolidated server solutions, which can lead to unpredictable performance and reliability.
 - We leverage our more than 20 years of experience helping Fortune 500 companies maximize IT efficiency.
 - As a data center expert, we build scalable, consolidated, cost-effective infrastructures – from servers to networks to storage – that meet your specific needs.
- Eliminate the data protection challenges for virtualized infrastructures
 - Traditional methods of backup do not scale in virtualized environments.
 - We can provide alternatives ranging from vStorage API-based solutions to innovative array-based data recovery solutions.

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.

- Plan a disaster recovery strategy for virtualized applications
 - Virtualization provides a tremendous opportunity to reduce costs and risks with disaster recovery.
 - We are recognized as a leader in providing disaster recovery planning and solutions, including VMware vCenter SRM.
- Bring additional mission-critical applications into your virtualized infrastructure
 - Production mission-critical applications require a greater level of proficiency to successfully implement and scale.

WIDE RANGE OF EXPERTISE

Multi-partner solutions

- We design and implement a multitude of solutions in VMware environments.
- Solutions feature best-available technology from leading vendors such as NetApp, Cisco, Hitachi Data Systems, Symantec, and others.
- Our turnkey approach includes analysis, design, implementation, management, and support.

Significant breadth and scope

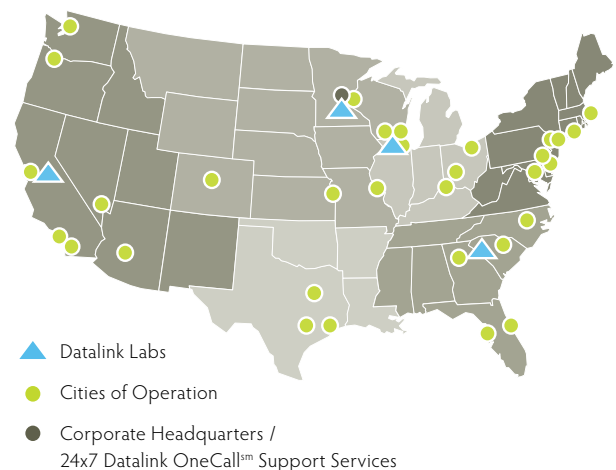
- We work with companies from nearly every industry.
- Fortune 500 companies rely on us to help them improve the business effectiveness of their IT.

- Our solutions span all aspects of the data center – unified storage, servers, and networks.
- We have expertise in VMware technologies, including VMware vCenter SRM, vStorage API, and VMware View™.
- We have a nationwide presence with more than 30 office locations and four testing and validation labs throughout the U.S.
- We design what we sell, deploy what we design, and support what we deliver.

VIRTUALIZATION SERVICES

We offer comprehensive services – both quantitative and qualitative – that help you properly architect your IT infrastructure for your virtual environment. Our audit and assessment services:

- Are driven by robust analytics management software, powered by Akorri™ BalancePoint™
- Offer an end-to-end view of your infrastructure
 - Virtual to physical
 - Server to storage
- Provide key deliverables
 - Planning and analysis
 - Optimization
 - Root cause and fault identification
- Include periodic health checks



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