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# Subject Matter Expert (SME) Brief FlashStack Converged Infrastructure



## FLASH-POWERED CONVERGED INFRASTRUCTURE

Converged infrastructure is a proven platform that makes data centers more efficient, saves time and resources, and reduces the risk associated with delivering mission-critical applications. Couple it with flash storage and you can quickly deploy a business-critical IT infrastructure with reduced risk and a lower cost of ownership.

To truly capitalize on an all-flash converged infrastructure solution, you need a provider like Datalink who not only understands leading technologies from companies like Pure Storage, VMware®, and Cisco®, but can also help you integrate these technologies into a Datalink Cloud Complete solution to address your specific business requirements.

We understand the impact of all-flash storage. We have invested significant resources into understanding the flash landscape and can make practical recommendations that align with your business objectives. Additionally, we combine deep partnerships, certifications, experience, and services across the data center to help aid your IT transformation – efficiently and effectively.

## PURE STORAGE PARTNERSHIP

As a Pure Storage Platinum Partner, we specialize in the design, implementation, management, and support of Pure Storage flash technology, including FlashStack Converged Infrastructure solutions. As the first U.S.-based FlashStack Authorized Support Partner, we provide expertise in design, sizing, testing, and solution installation, monitoring, and management, as well as support for the entire

FlashStack solution through Datalink OneCall<sup>SM</sup> Support Services. We also integrate FlashStack into the Datalink Cloud Complete architecture to provide a foundation for migrating to a platform to deliver ITaaS internally and bolster hybrid cloud implementations.

## CISCO PARTNERSHIP

We design and deliver Cisco data center solutions and have earned the highest possible partner-level recognition from Cisco:

- Cisco Gold Certified Partner
- Cisco Master Cloud Builder Partner
- Cisco Data Center Unified Computing Authorized Technology Provider (DCUC ATP)
- Cisco Channel Customer Excellence Award Winner
- Cisco U.S. Data Center Architecture Partner of the Year
- Partner Support Services

## High level of technical competency

We provide organizations with access to an experienced team of specialists who hold extensive Cisco certifications:

- Cisco Certified Internetwork Expert (CCIE®)
- Cisco Certified Design Associate (CCDA®)
- Cisco Certified Design Professional (CCDP®)
- Cisco Certified Network Associate (CCNA®)
- Cisco Certified Network Professional (CCNP®)
- Cisco Certified Voice Professional (CCVP®)
- Cisco Certified Security Professional (CCSP®)

## Making IT happen

Datalink helps Fortune 500 and mid-tier enterprises transform their data centers to meet tomorrow's IT challenges today. From recommending ways to bridge the gap between IT and user expectations, to implementing advanced technologies like ITaaS and cloud, to providing robust managed services and technical support, we make IT relevant – standardizing, optimizing, and managing how business gets done.

### VMWARE PARTNERSHIP

As a VMware National Solutions partner, we have been recognized for our leading expertise across core and advanced VMware solutions from vSphere® to management, software-defined data centers, and cloud.

#### Elite partner status

- VMware Premier VIP Partner (highest possible level)
- VMware Authorized Consultant (all competencies)
- VMware National Solution Partner
- Advanced competencies across:
  - Server virtualization
  - Business continuity
  - Desktop virtualization
  - Hybrid cloud
  - Management operations
  - Management automation
  - Software-defined data center
  - Software-defined storage
  - Network virtualization

#### High level of technical competency

Datalink engineers are trained on VMware best practices for enterprise environments.

- More than 50 VMware Certified Professionals (VCPs)
- More than 40 VMware Technical Sales Professionals (VTSPs)

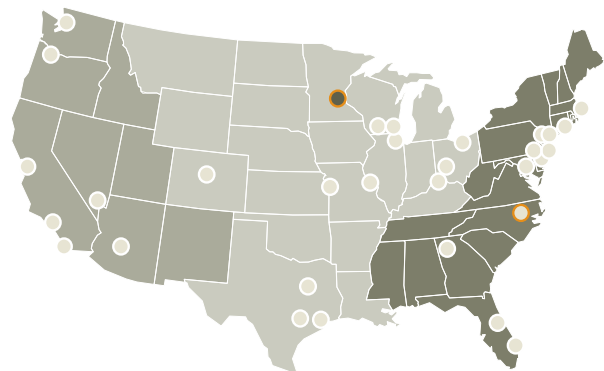
### Datalink OneCall Support Services

We are one of the few solutions providers that can help triage issues on a solution level – helping you maximize uptime and minimize disruptions. Datalink OneCall Support and managed services provide a range of support and management options including:

- Datalink OneCall across the complete FlashStack solution
- Monitored FlashStack for proactive solution reporting and dashboards
- Managed FlashStack for a complete managed solution

#### Significant breadth and scope

- We are the only U.S. partner to offer comprehensive, single point of hardware and software support for virtual data and converged infrastructure solutions that include Cisco, VMware, and flash storage.
- We have a nationwide presence with more than 35 office locations throughout the U.S.
- Companies from nearly every industry rely on us to help them maximize the business effectiveness of their IT.
- Our solutions span all aspects of the data – storage, servers, and networks.



- Cities of Operation
- Corporate Headquarters
- 24x7 Datalink OneCall™ Support Services



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