MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

RESEARCH & DEVELOPMENT · INDUSTRY DATA SHEET

Technology That Protects IP and Keeps Pace With Research.

R&D organizations often lose more time to infrastructure friction than to the research itself. MALA evaluates research computing, data architecture and IP access control across internal teams and external collaborators, built around how your researchers actually work. Start with a no-fee initial assessment.

Research Computing + Data Architecture + IP Protection + Collaboration + No-Fee Initial Assessment

THE CHALLENGE

Too restrictive slows research. Too loose exposes IP.

Infrastructure friction
Researchers waiting on compute, storage and access.

Large-scale data
Datasets that outgrow enterprise storage designs.

External collaboration
Universities and partners in shared environments.

IP exposure
Access controls that don't match collaboration patterns.

OUR APPROACH

Start with how researchers actually work.

01 **Understand**
Map workloads, collaboration patterns and IP requirements.

02 **Assess Compute**
Evaluate on-prem HPC, cloud and hybrid options.

03 **Review Data**
Assess storage and data management architecture.

04 **Govern Access**
Design access models that serve research and IP.

05 **Roadmap**
Remove friction without adding enterprise process.

Led by advisors with research computing and IP-sensitive collaboration experience.

HOW MALA HELPS

Infrastructure that serves the research.

Research computing
HPC and research infrastructure assessment.

Data architecture
Storage and management for large datasets.

IP & access review
Controls across internal and external collaborators.

Collaboration tech
University and partner platforms evaluated.

Platform evaluation
Research software and platform vendors compared.

Spend benchmarking
Specific to research computing vendors.

No disruption to your research. Vendor-sponsored, with no obligation to move forward.

BY THE NUMBERS

Why this matters now.

6
engagement components, from compute to spend
MALA ENGAGEMENT SCOPE

3
compute paths evaluated: on-prem HPC, cloud, hybrid
WORKLOAD-BASED EVALUATION

0
disruption to active research during assessment
MALA APPROACH

$0
for your initial assessment. No obligation to move forward
NO-FEE INITIAL ASSESSMENT

WHO IT'S FOR

Built for the people who own the decision.

Research Leadership	Less time lost to infrastructure friction.
Research Computing / IT	Right-sized HPC, cloud or hybrid capacity.
CISO / IP Counsel	IP protected across external collaborations.
CFO	Research computing spend benchmarked to market.
Partnership Offices	Collaboration technology that works for all parties.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 330+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q What problem does this solve?
Infrastructure friction that consumes researcher time and productivity.

Q How do you approach HPC decisions?
On-prem, cloud and hybrid evaluated against your actual workloads, avoiding under- or over-provisioning.

Q How do you protect IP without slowing research?
Access and data governance models designed to serve both goals.

Q Who delivers the work?
Senior advisors with research computing experience, not generalist enterprise IT consultants.

ENGAGEMENT AT A GLANCE

Scope	Compute, data, IP access and collaboration
Options	On-prem HPC, cloud and hybrid
Deliverable	A roadmap that removes researcher friction
Cost to you	No-fee initial assessment. Vendor-sponsored, no obligation

SERVICES Cloud & Infrastructure · AI Infrastructure · Cybersecurity

NO-FEE INITIAL ASSESSMENT

Request your no-fee Research Technology Assessment. No obligation.

We look at research computing, data architecture and IP access control against how your researchers actually work.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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