MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

INFRASTRUCTURE · SOLUTION DATA SHEET

Infrastructure Decisions That Last 10–15 Years Deserve a Second Opinion.

Data center and colocation commitments govern your infrastructure for a decade or more, and AI workload density has shifted the constraint from floor space to power and cooling. MALA evaluates owned, colocated and hybrid options against current market pricing, including backup and recovery.

Data Center + Colocation + Backup & DR + Hybrid Infrastructure + Modernization

THE CHALLENGE

Today's lease decision is 2036's architecture.

Long commitments
Colocation and data center terms that span 10–15 years.

Power density
AI workloads outgrowing power and cooling, not floor space.

Recovery gaps
Backups that fall short of stated recovery objectives.

Legacy estates
Aging infrastructure with no sequenced modernization plan.

OUR APPROACH

Owned, colocated or hybrid, decided on evidence.

01 **Assess**
Map current infrastructure, capacity and constraints.

02 **Forecast**
Project power, cooling and density needs.

03 **Compare**
Benchmark owned, colo and hybrid options on market pricing.

04 **Test Recovery**
Validate backup and DR against recovery objectives.

05 **Roadmap**
Sequence modernization over 12–36 months.

Providers within each category have similar compensation models.

WHERE MALA HELPS

Infrastructure that's resilient, right-sized and fairly priced.

Data center strategy
Own, lease or exit, based on total cost.

Colocation
Providers and terms benchmarked to market.

Backup & DR
Recovery objectives tested, not assumed.

Hybrid infrastructure
Integrated with cloud placement decisions.

AI-ready capacity
Power and cooling planned for dense workloads.

Modernization roadmap
Sequenced so each stage funds or de-risks the next.

And beyond: licensing and infrastructure modernization.

BY THE NUMBERS

Why this matters now.

10–15
years that a data center or colocation decision governs
TYPICAL COMMITMENT

<48 hrs
ransomware recovery for one client, down from 11 days
MALA CLIENT RESULT

12–36
month modernization roadmap horizon
MALA DELIVERABLE

$0
fee to you. Paid by the vendor only if you move forward
VENDOR-SPONSORED

WHO IT'S FOR

Built for the people who own the decision.

CIO / CTO	A long-term infrastructure plan built on evidence.
Infrastructure teams	Capacity, power and cooling planned ahead of demand.
CFO	Owned vs. colocated vs. hybrid, on total cost.
Business continuity	Recovery objectives you can actually meet.
Board	Resilience metrics that stand up to scrutiny.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ 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 Should we keep our own data center?
It depends on total cost, density and risk. We compare owned, colocated and hybrid options.

Q Can you validate our backup and DR?
Yes. We test recovery against your stated objectives.

Q How do AI workloads change the decision?
Power and cooling become the constraint, so capacity planning has to start there.

Q Are you tied to any colocation provider?
No. Providers within each category have similar compensation models.

PROOF POINT

Multi-site manufacturer, 1,200 employees

Senior MALA advisor benchmarked the security and spend posture against peer manufacturers and audited vendor overlap. Results within nine months, without adding budget:

$612K
net cost optimization

42%
reduction in attack-surface exposure

<48 hrs
ransomware recovery, down from 11 days

RELATED Cloud · Cybersecurity · AI

THE FIRST STEP

Bring your next renewal or refresh. No obligation.

A senior advisor will review your data center, colocation or DR decision in 30 minutes. No obligation.

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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