

THE TOP 10 REASONS

Your customers want Pure as-a-Service:
True OPEX, hybrid-cloud Storage-as-a-Service (STaaS)
that is effortless, efficient, and Evergreen™



1 YOUR STORAGE CLOUD, ON DEMAND

- Enable private and hybrid clouds, as-a-service
- The effortless, efficient, and Evergreen Pure Storage experience, on-demand, with dramatically lower TCO
- White glove premium support garners a Satmetrix-validated NPS of 86
- On-premises, co-located/hosted, or attached to the public cloud for complete hybrid flexibility



2 FULLY ELASTIC AND SCALABLE

- Increase or decrease capacity at will
- Combine primary storage (via Pure as-a-Service) with elastic compute (from public cloud)
- No forklift upgrades, no data migrations



3 FLEXIBLE AND LOW RISK

- Terms as low as 12 months
- Far more flexible than leasing - and far simpler



4 NO BALANCE SHEET IMPACT

- The only true storage service for private and hybrid clouds that's designed for no balance sheet impact
- Based solely on service-level agreements, enabling OPEX treatment regardless of term length



5 PAY-PER-USE, ONLY FOR DATA YOU USE

- Only pay for used effective capacity (measured daily), not provisioned capacity
 - Never pay for storage you are not actually using
- Up to twice the cost efficiency compared to typical over-provisioning offerings



6 TIER 1 ENTERPRISE PERFORMANCE

- Pure all-flash high-performance block, file, object, and WOL services
- Snapshots, replication, mirroring, metropolitan fail-over, encryption, and more
 - Comprehensive REST APIs



7 RESILIENCY

- **PUBLIC CLOUD CAN'T TOUCH**
- FlashArray proven 99.9999% availability
- Always-on QoS and data-at-rest encryption
- Zero-Planned-Downtime Guarantee



8 UNIFIED HYBRID CLOUD

- Unified technology, cloud benefits and subscription across all deployments (on-premises, co-location and public cloud)
 - Start your cloud journey in any location and move all, or a portion of your data seamlessly
- Align application workloads with optimal cloud deployment



9 BUILT ON PURE'S UNIQUE EVERGREEN STORAGE

- Non-disruptive upgrades ensure you're always state-of-the-art
- Harness rapid innovation in array software, hardware and media to keep your storage up-to-date



10 CONSUME STORAGE AS YOU WANT IT

- Leverage Pure as-a-Service as an 'on-ramp' to your public cloud strategy
 - On-premises or via colocation (e.g., Equinix) through partners
 - Attach to public cloud for complete hybrid flexibility



To learn more:

<https://www.purestorage.com/products/pure-as-a-service.html>