PURE// ACCELERATE DIGITAL

FEATURED SPEAKER

# ASIA VP Perspective Flexibility and Resiliency in the Multi-Cloud Age

Andrew Sotiropoulos
ASIA VP, Pure Storage

# 안녕하세요!



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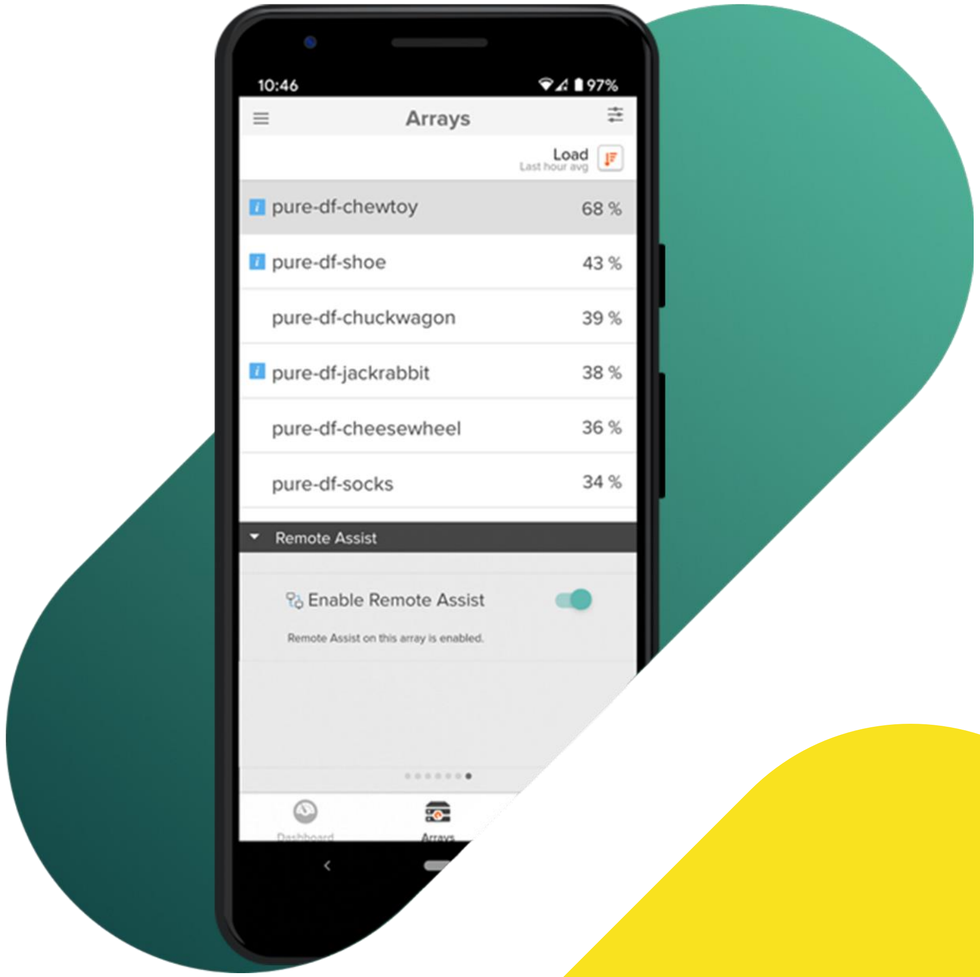

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IT'S TIME FOR A

# MODERN DATA EXPERIENCE

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# Delivering the Modern Data Experience

## GROWTH

**+$50B**

Total Addressable Market

**$1.64B**

FY20 Annual Revenue

Subscription Services up **37%** Year-over-year (Q2 FY21)

## CUSTOMERS

**8,150+**

Customers

**1,700**

New Customers in FY20

**45%**
of Fortune 500 Companies

**23%**
Year-over-year Growth in Total Customers

## LEADERSHIP

### Gartner Magic Quadrant

For the sixth year in a row, Pure Storage is a leader in the Gartner Magic Quadrant.

### Net Promoter Score

In the top 1% of B2B companies.

## COMPANY MILESTONES

**2009** Founded

**2011** Pioneer in All-Flash

**2012** Introduction of FlashArray™

**Late 2012** First International office open in Europe

**Mid 2014** Evergreen™ Storage Non-Disruptive Upgrades

**Early 2015** Pure1® Cloud-Based Management

**2015** Introduction of FlashStack™ Integrated Platform

**Late 2015** IPO (PSTG)

**2016** Introduction of FlashBlade®

**Early 2018** Pure Introduces the first AI-ready Infrastructure (AIRI™)

**Mid 2018** Launch of as-a- Service model (Pure as-a-Service)

**2018** Cloud Data Services

**2018** $1+ Billion in revenue

**2019** Compuverde Acquisition

**2019** Expands FlashArray™ Family

**2019** Named a Leader: Gartner Magic Quadrant

**2020** Pure as-a-Service celebrates 2-year anniversary

**2020** Launch of Pure FlashRecover™, Powered by Cohesity®

**2020** Introduction of second generation FlashArray//C with QLC

# 2

# KEY IMPERATIVES



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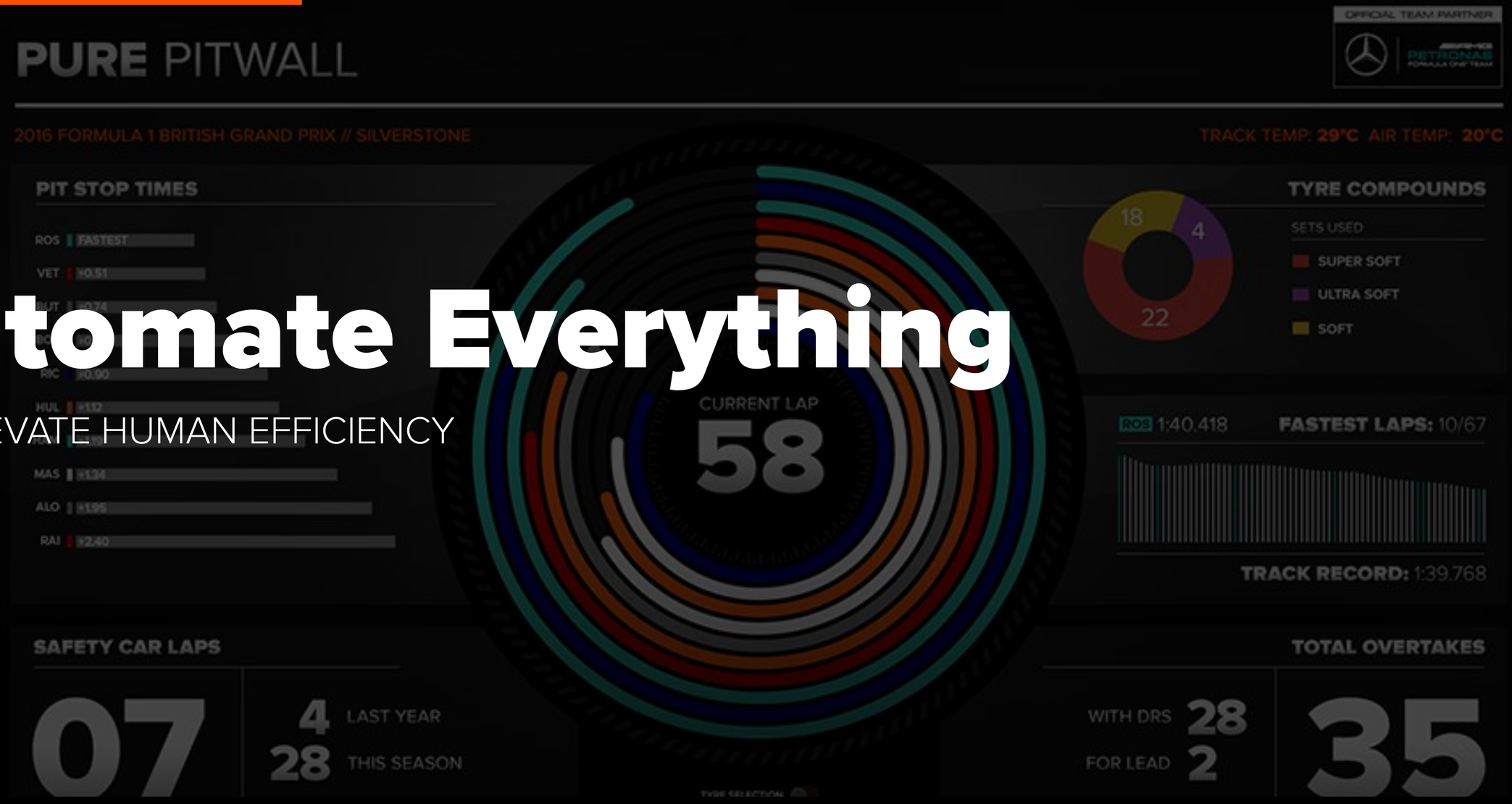
IMPERATIVE #1

# Automate Everything

AND ELEVATE HUMAN EFFICIENCY

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# Storage Efficiency

= ($/TB)

+ (Management Cost)

+ (Power/Space/Cooling)

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## Storage Efficiency

= (Human Efficiency)

+ ($/TB)

+ (Flexibility)

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## Storage Efficiency

= Human Efficiency (PBs/Admin)

+ Reliability (99.9999%)

+ Flexibility

+ ($/TB)

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# ActiveDR

## NEAR-ZERO RPO WITH SIMPLIFIED MANAGEMENT

### Simple By Design

Simplified DR workflows

Adapts to changing business needs

No additional infrastructure

### Superior Protection

Near-zero RPO

Low RTO

Integrated protection strategy

**CONTINUOUS REPLICATION FOR VIRTUALLY ANY DISTANCE**

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# FlashArray File Services

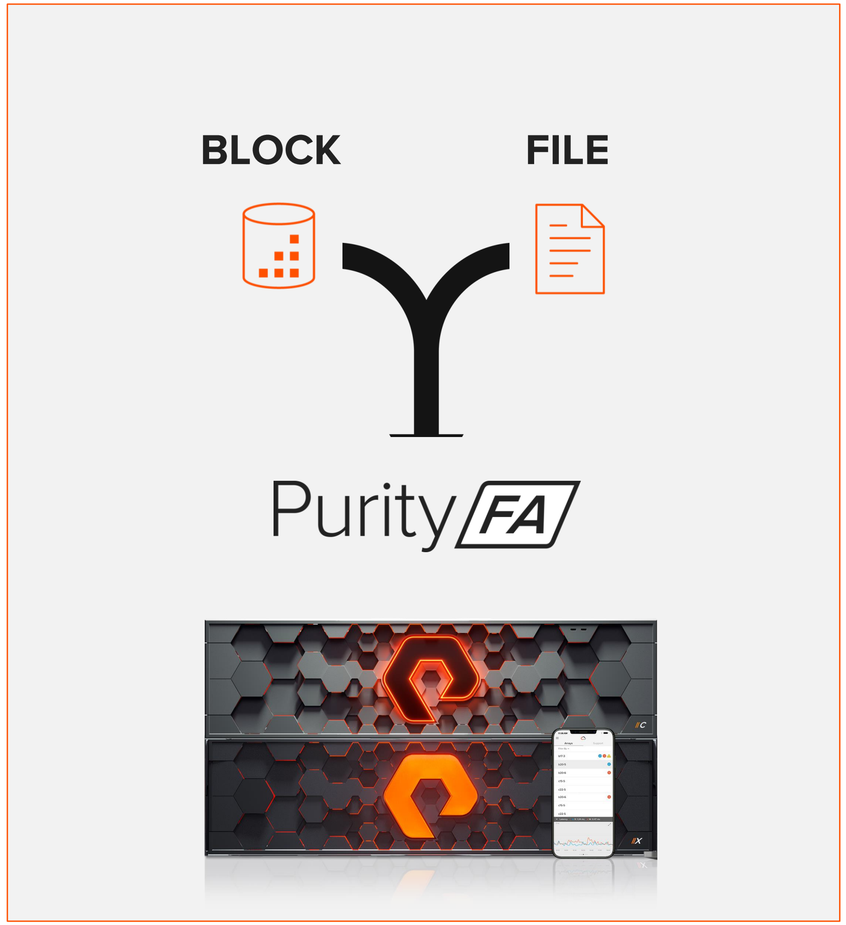
## EXPANDED PORTFOLIO FILE CAPABILITIES

### Modern Data Experience

- One shared pool of storage
- Global data reduction
- Interface & Protocol Support: FC, iSCSI, NVMe-oF, NFS, SMB

### Always Evergreen™

- No additional licenses
- No additional support costs
- Non-disruptive upgrade for feature

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IMPERATIVE #2

# The Status Quo Is No More

DRIVE YOUR FUTURE VISION

# Pure + Portworx deliver the **Modern Data Experience** that accelerates traditional and cloud native apps on any infrastructure.

## Any App

DATABASE: cassandra, MySQL, Couchbase

ANALYTICS: Spark, CLOUDERA

STREAMING: kafka, RabbitMQ

SEARCH/LOG: elastic, Solr, splunk>

5G/IoT

AI/ML: TensorFlow, PyTorch

## Any kubernetes Distribution

OPENSHIFT, Amazon EKS, GKE, AKS, Tanzu

portworx by Pure Storage

The industry's leading **Kubernetes Data Services Platform** for building, automating, protecting, and securing Cloud Native applications.

## Any Cloud

aws

## Any Infrastructure

Bare Metal, vmware, IBM, DELL, Hewlett Packard Enterprise, NetApp, PURE STORAGE

## Every Stage

Pilot, Test/ Dev, Go Live, Global CaaS

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# Thank you

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