


Pure Storage Goldfinger

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Client Technical Director
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**Hi James,
warum sollte ich mir
Pure Storage mal
ansehen?**

Pure Storage At A Glance

FY24 Revenue

\$2.83B

3% Y/Y Growth

Q4FY24
Subscription ARR⁽¹⁾

\$1.37B

25% Y/Y Growth

Evergreen//One and
Evergreen//Flex

Annual TCV sales⁽²⁾
exceeding **\$400M**
and growing over
100%

Q4FY24 Total Cash
& Marketable
Securities

\$1.53B⁽³⁾

Customers

12,500+

Global Customers

Satisfaction

82 NPS⁽⁴⁾

Highest in the
Industry

FY24 Non-GAAP
Operating Margin

16.2%⁽⁵⁾

Q4FY24 Remaining
Performance
Obligations

\$2.30B

31% Y/Y Growth

(1) Subscription ARR is a key business metric that refers to total annualized contract value of all active subscription agreements on the last day of the quarter, plus on-demand revenue for the quarter multiplied by four.

(2) Sales, or bookings, of Pure's Evergreen//One and Evergreen//Flex offerings is an operating metric, representing the value of orders received and/or expected to be received during the fiscal year.

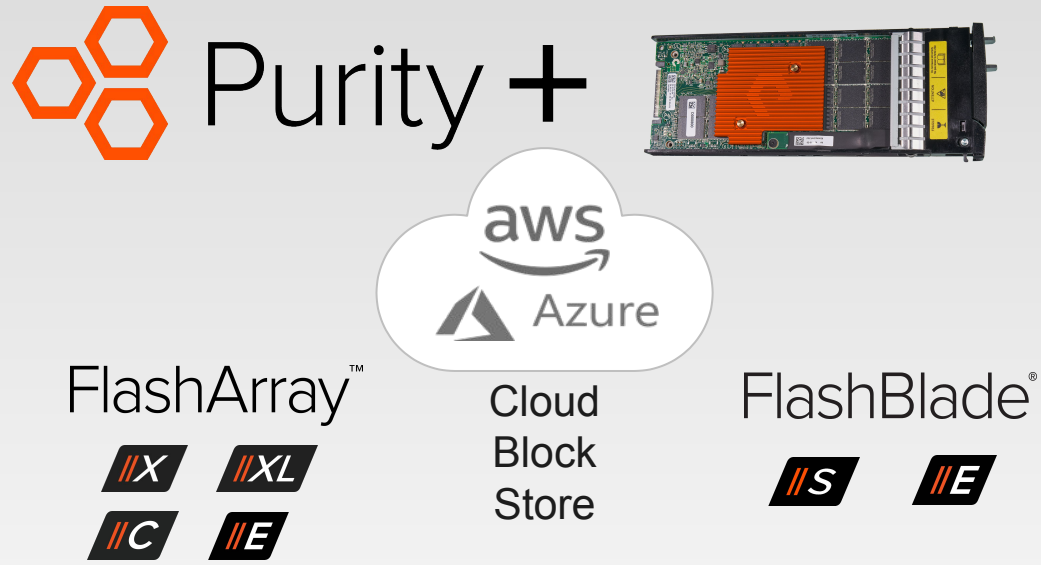
(3) Consists of cash in banks, cash equivalents (highly liquid investments with an original maturity of three months or less), and available-for-sale securities.

(4) Per Audited NPS customer score as of December 2023.

(5) See GAAP to Non-GAAP reconciliation in Appendix.



The Most Consistent Data Storage Platform



Scale Up

Unified Block & File
Low Latency
High Performance
to High Capacity

Direct to Flash

Block, File, Object
Consistent APIs
Best data reduction
Highest Sustainability

Scale Out

File and Object
High Throughput
High Performance to
High Capacity

Integrated SaaS Mgt

All Products
Predictive Support

Cloud Native

Kubernetes Data
Management
Supports all
environments

Cloud Operating Model

and Subscription Services



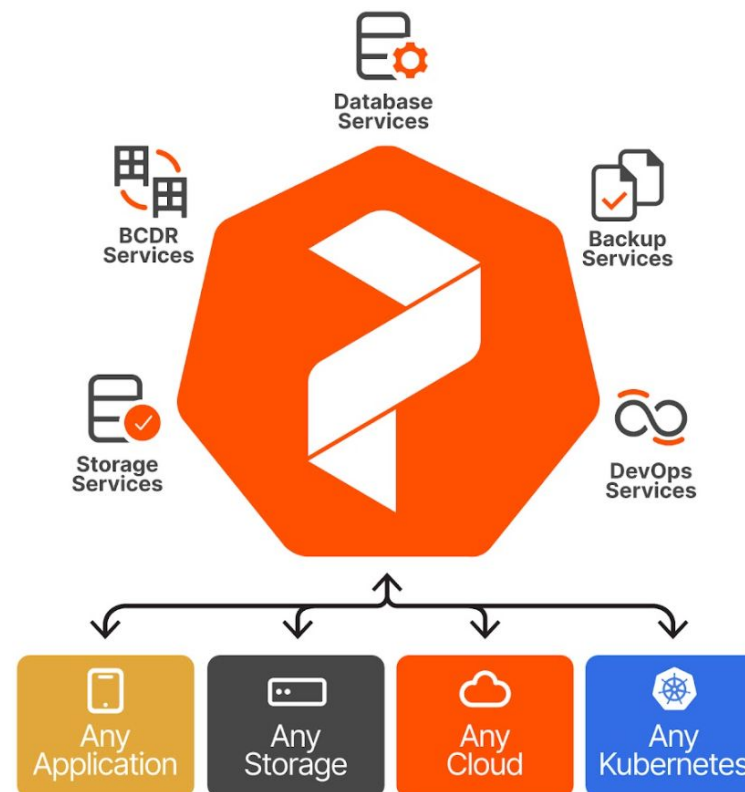
Pure Storage Goldfinger



**Weißt du Auric,
seit unser Q eine Pure
Data-Plattform einsetzt,
bekomme ich echt coole
Gadgets**

Accelerate Application Modernization

**Unlock the Value of Kubernetes
Data at Enterprise Scale**





Application Modernization Drives Enterprise Innovation

Engage Customers

Empower Employees

Optimize Operations

Transform Products

Kubernetes Platforms and Containers Underpin App Modernization

By 2029, **35% of all enterprise applications will run in containers**, an increase from less than 15% in 2023.

Gartner

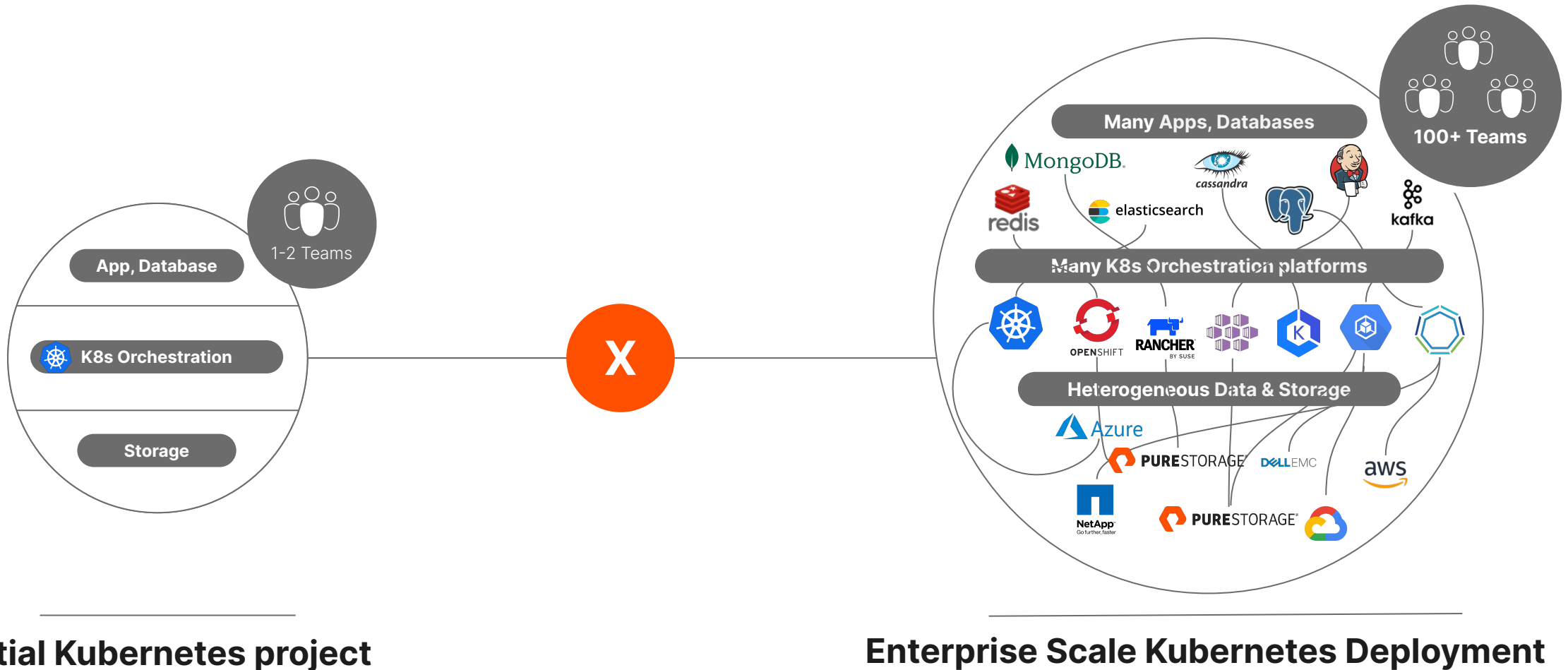
By 2026, **80% of software engineering organizations will establish platform teams**, to accelerate the delivery of applications and the pace at which they produce business value.

“When an organization has the right platform, one designed for agility and portability, they can better respond to change and outperform their peers by 4.5x shareholder return.”

BCG



Kubernetes at Enterprise Scale **is COMPLEX**



Kubernetes Platforms **will FAIL** without a Storage & Data Management Solution

Challenges and Requirements of an Ideal Data Management Solution

Developer Experience

Manual

Developer Toil Slows Pace of Innovation

Automated

Accelerated Innovation

Storage & DB Operations

Disparate & Siloed

Operational overhead of mixed environments; Lock-in

Unified Data Management

Consistent and Flexible

Data Resiliency

Limited Capability

Poor App Performance and Outages

Enterprise-grade BCDR

Rapid Recovery
Zero Data Loss

Data Security

Inconsistent policies

Increased Risk of Data Security

Enterprise policy enforcement

Improved Data Security Posture

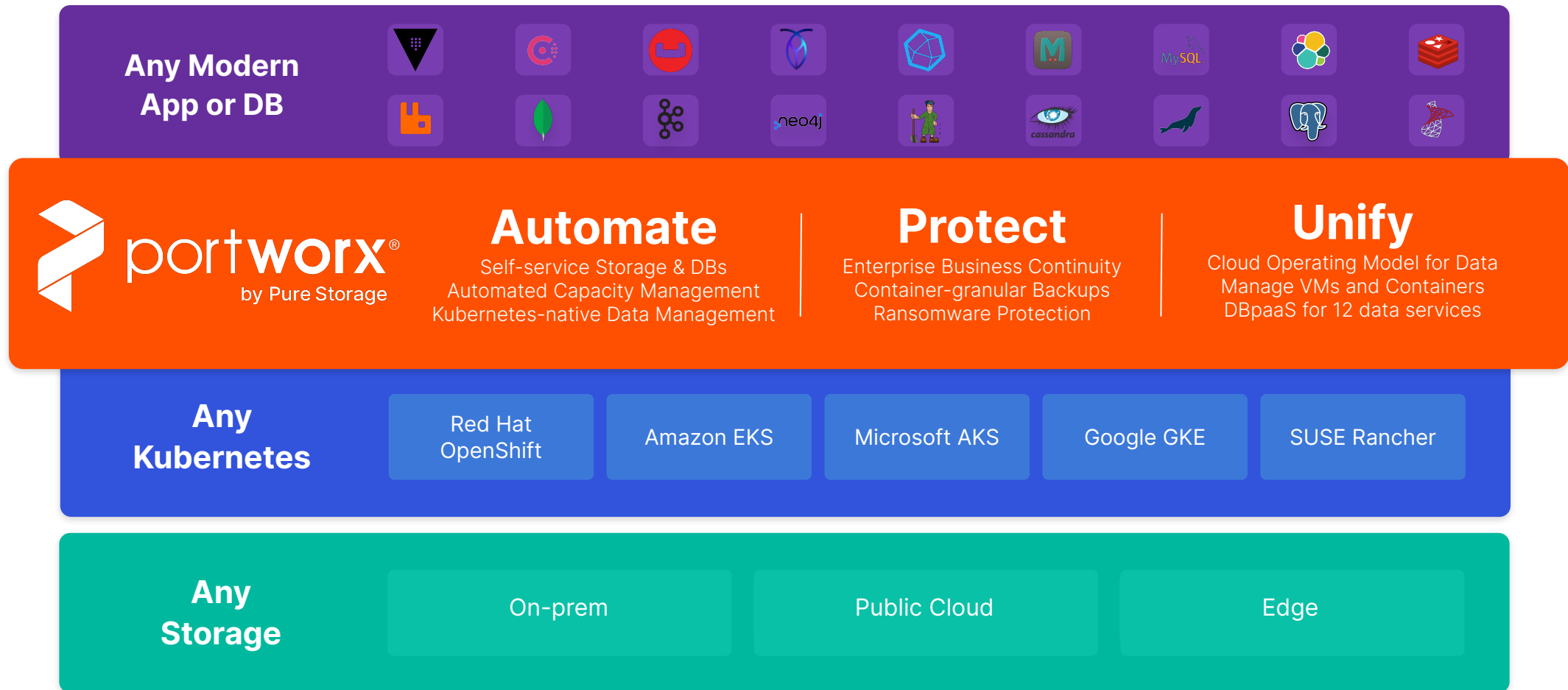
Current State: CSI plugins

Desired State & Outcomes



Automate, Protect and Unify Modern Applications and Data Anywhere

Portworx by Pure Storage is THE Leading Kubernetes Data Platform for Enterprise Scale

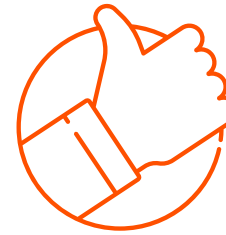


Business Outcomes of Portworx by Pure Storage

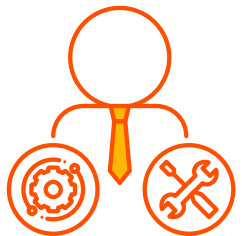
Automate, Protect and Unify Kubernetes Data Anywhere with a few clicks



Accelerate application modernization in production
at 3X Speed



Optimize Storage consumption with thin provisioning
by 65%



Architect Data Resiliency for business continuity
with Zero RPO.



Reduce operational overhead for platform engineers/SREs by
up to 75 %

*Customer experiences may vary depending on configuration and use case.

A Leader in Container Data Management, per IDC

(IDC Worldwide MarketScape 2023)

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400+Global 2K
Customers

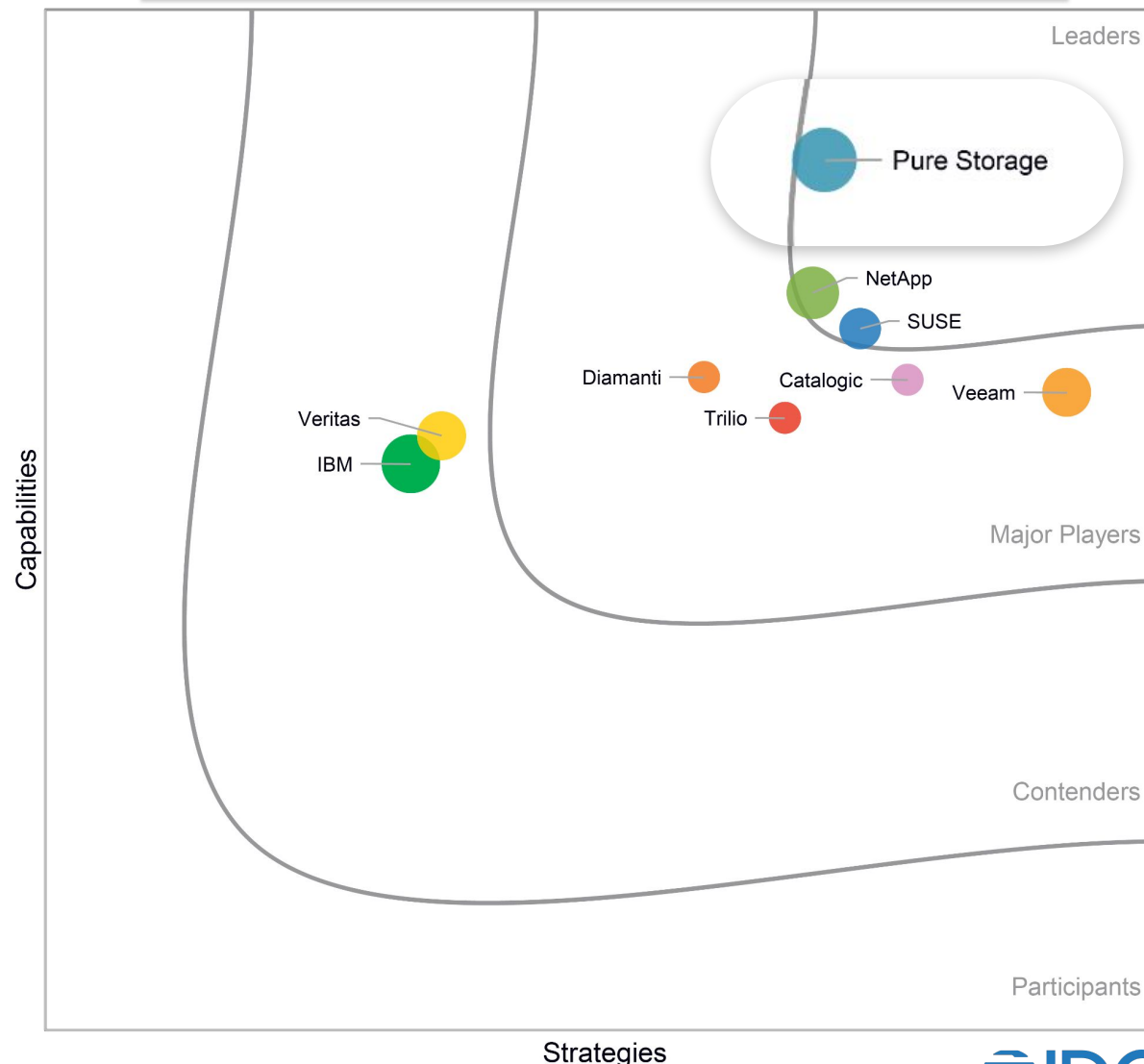
Uncomplicate Data Storage, Forever





“Organizations that are running or looking to run **mission-critical applications, databases, CI/CD tools, or AI/ML workloads** in containers will want to consider **Portworx by Pure Storage**”

IDC MarketScape Worldwide Container Data Management, 2023



Source: IDC, 2023



Portworx is the Most Widely Deployed Container Data Management Platform Across Industries

COMCAST



Ford



options



HEALTHEDGE



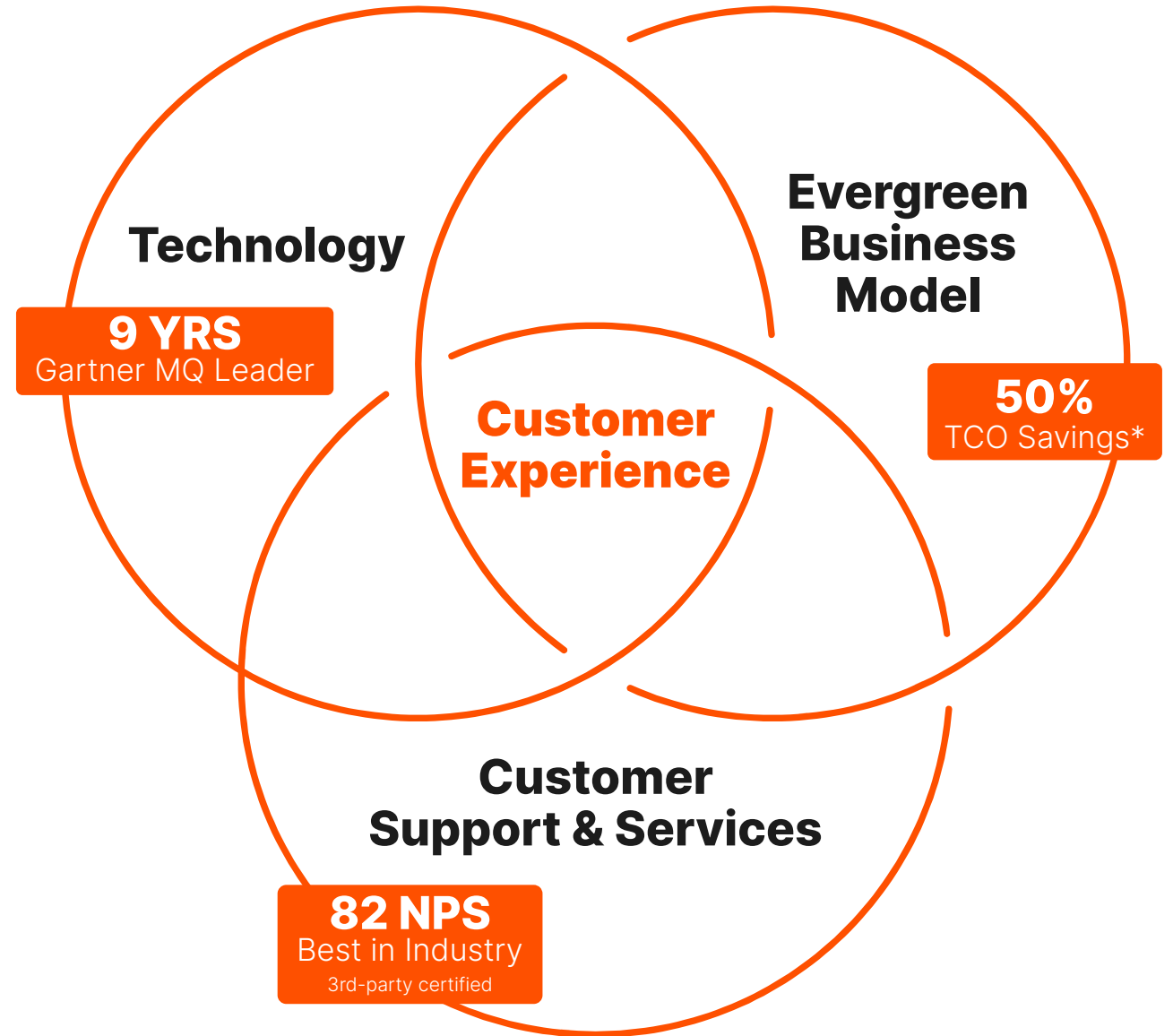
MEZMO

and more



Why Pure

Unique solutions to
modernize data storage
and operations





**Oddjob,
mach mir dringend einen
Termin bei dem Erik Sterck,
die sollen mal mit Pure
vorbeikommen**



PURESTORAGE[®]

Uncomplicate Data Storage, Forever