

The Business Value of FlashStack

Pure Storage and Cisco customers realized **significant value** by leveraging FlashStack to help their organization optimize their IT and business operations. Through staff efficiency gains, reduced IT costs, better performance, and business enablement, IDC found that interviewed organizations achieved benefits an annual average of \$4.8 million, resulting in a 3-year ROI of 343%.

KEY RESULTS



\$583,465
average annual benefit
per 100 Flash TBs



343%
three-year return
on investment



9 months
payback on
investment

CUSTOMER QUOTE (GOVERNMENT):

"FlashStack has reduced FTE time committed to managing and maintaining our environment by a large percentage. It has very high performance and reliability. We have gained a lot of efficiency in our storage and have reduced data needs as a result."

IT RESULTS

- **60%** reduced three-year TCO in comparison to an equivalent environment
- **70%** less time required to deploy additional storage
- **54%** more efficient IT management teams
- **60%** less time required to deploy additional VMs/compute
- **89%** more efficient help desk
- **25%** more time spent innovating
- **21%** reduction in power and cooling costs
- **32%** reduction in facilities costs

PERFORMANCE RESULTS

- **49%** less application latency
- **16%** more productive developers
- **38%** less time required to run analytical queries
- **83%** reduction in unplanned downtime
- **35%** less time required to run batch processes
- **21%** improvement in internal SLAs