




# FlashStack is Helping Organizations Optimize Their Business and IT Operations

Pure Storage and Cisco customers are realizing **significant value** by leveraging FlashStack to help their organization optimize their IT and business operations. IDC projects that these benefits generate value **worth an annual average of \$3.67 million per organization (\$42.0K per 100 internal users)**, which would result in a **five-year ROI of 446%**.

## KEY RESULTS

 **446%**  
5-year ROI

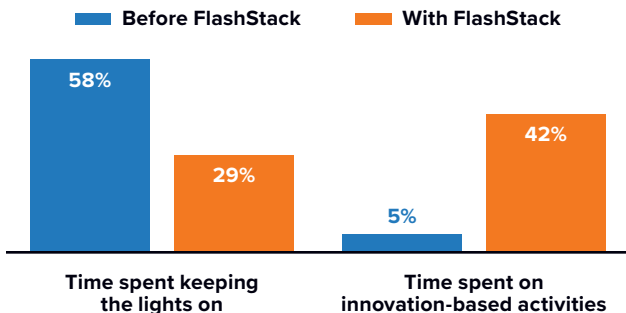
 **72%**  
reduced total cost of operations

 **8 months**  
payback on investment

### CUSTOMER QUOTE

“FlashStack helps amazingly. The infrastructure is so sound and so reliable that people don’t even think about it anymore. It’s like electricity in the wall. You don’t think about plugging in an appliance or something.”

## IT Infrastructure Team Activities Impact



## Cost and Staff Efficiencies Benefits


- 72% more efficient** IT infrastructure management
- 8X more innovation time** for IT staff time
- 37% more efficient** Help Desk
- 77% improved** storage deployment agility


### CUSTOMER QUOTE

“FlashStack’s been a huge impact to this business, because what we are seeing is ... an acceleration of the order-to-cash. So we are able to get the order faster, process the order faster, create happier customers because we get the equipment out the door faster, and customers end up purchasing more.”

## Business and Operations Benefits

  
**\$16 million**  
additional revenue gained/protected

  
**97% reduction**  
in unplanned downtime

  
**17% more productive**  
end users

  
**45% more applications**  
deployed

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