

# THE ECONOMIC BENEFITS OF PURE STORAGE EVERGREEN//ONE

Technological change is accelerating rapidly, and businesses that cannot keep up with these changes risk becoming obsolete. The Pure Storage Evergreen//One storage-as-a-service (STaaS) consumption-based model reduces the complexity of storage management by enabling organizations to achieve the flexibility of the cloud, on or off premises, while optimizing security and lowering upfront costs.

## Deploying and managing enterprise storage is costly, complex to operate and maintain, and often difficult to scale.

On-premises solutions offer organizations total control of the data and infrastructure; however, it requires a large capital outlay to buy more storage upfront, and capacity must be predicted years in advance. The benefits of the cloud are well known, and as such, many businesses are turning to the public cloud for their storage needs to simplify operations and avoid those high upfront costs. However, public cloud storage may not be right for organizations that need to maintain sovereignty of their data or support legacy applications or for organizations that are simply not ready to give up control.



### On Prem = Control

- Large capital outlay
- Difficult to predict capacity
- Lengthy supply chain

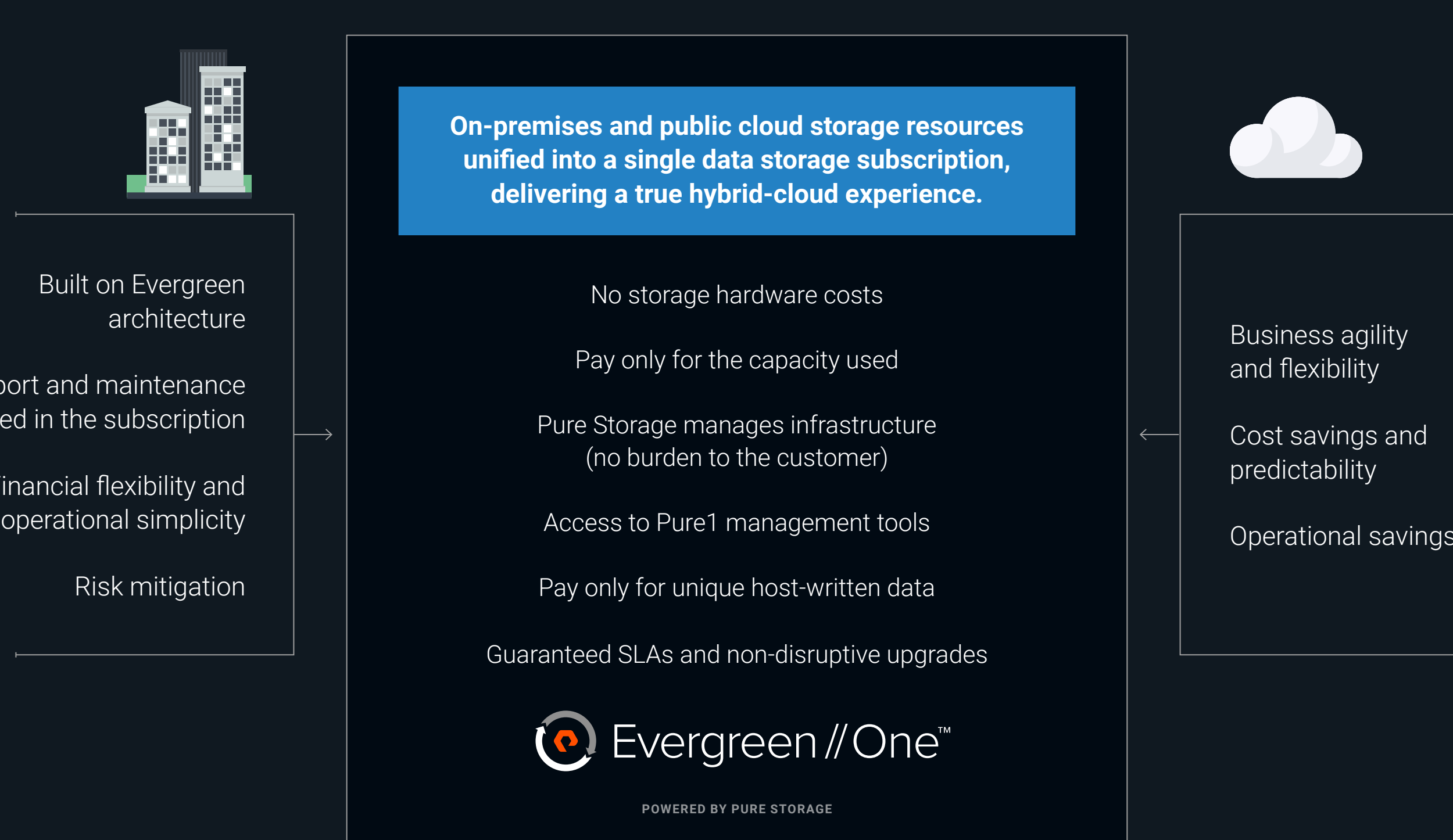


### Cloud = Agility

- Sovereignty of data
- Support of legacy applications
- Organizations not ready to give up control

## The Best of Both Worlds

What organizations have been searching for is the best of both worlds: cloud-like functionality for their on-prem IT environment. Consumption-based models can deliver, deploy, and manage on-prem storage solutions that allow for a variable monthly subscription based on hardware utilization.



Evergreen//One customers can realize substantial benefits in multiple areas, including the following:



### Business agility and flexibility

As business needs change, organizations can easily scale their storage up or down with little to no delay.



### Cost savings and predictability

Businesses can purchase the storage they need when they need it, saving organizational costs over time.



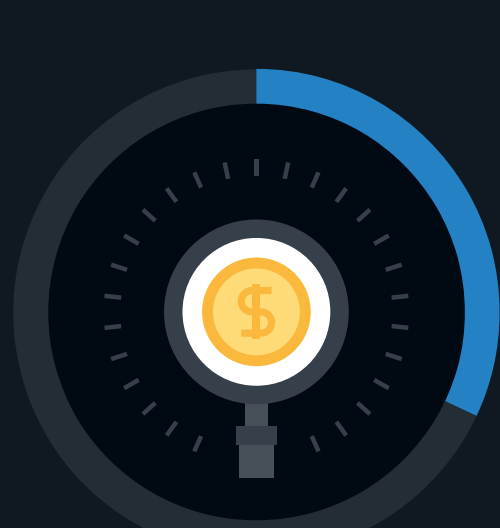
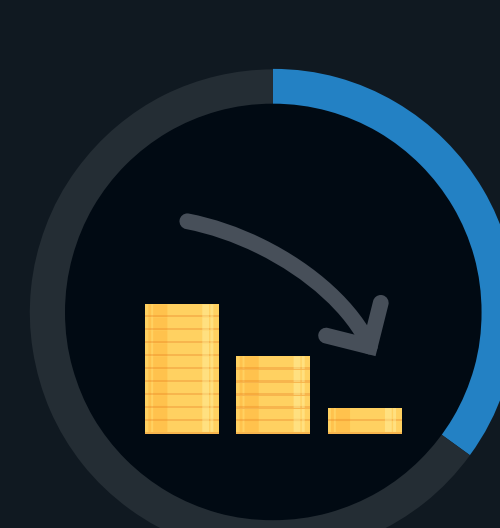
### Operational savings

Businesses can eliminate installation and upgrade costs for hardware and software and reduce maintenance costs.

## Key Findings

There's no upfront capital purchase to buy the hardware and pay for support and maintenance contracts. With Evergreen//One, Pure provides all of the infrastructure, and support and maintenance fees are included in the monthly subscription.

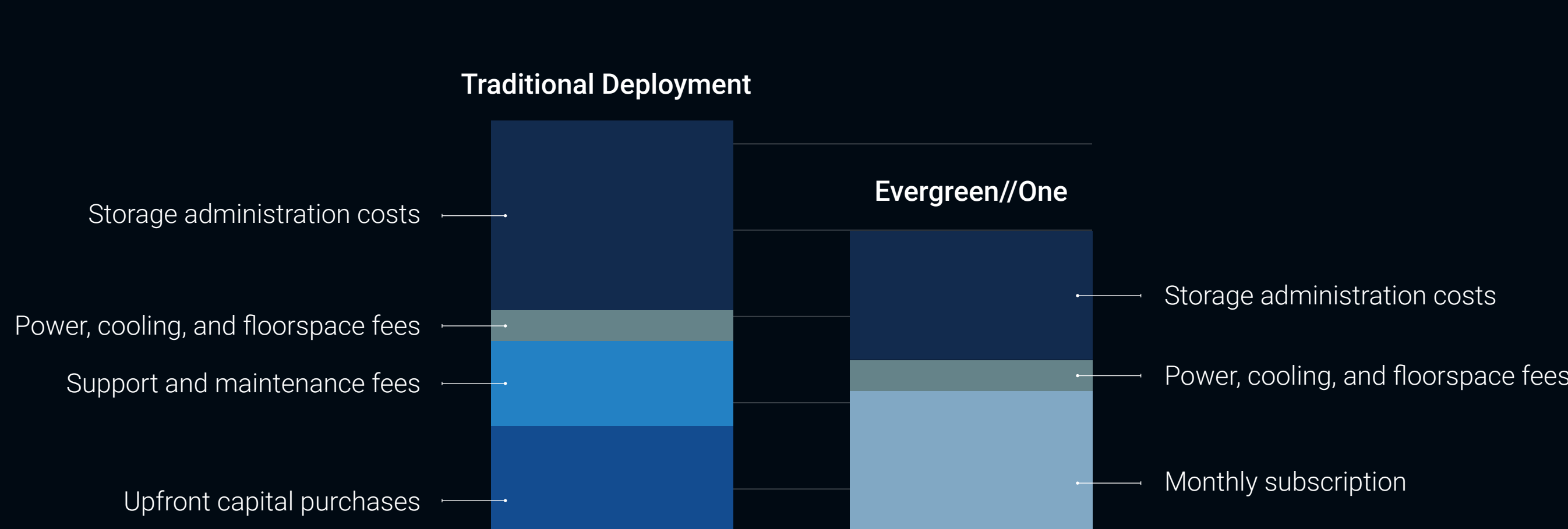
### Validated benefits of Evergreen//One



### No upfront

Capital purchase, support, or maintenance

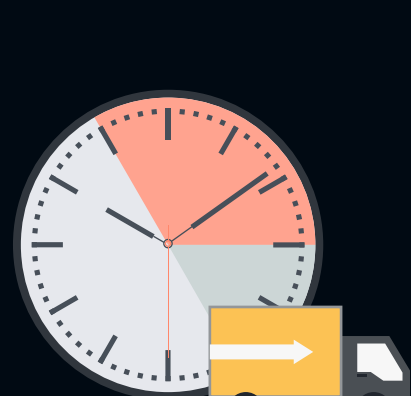
### Traditional deployment versus Evergreen//One



### How Evergreen//One meets the demands of a dynamically changing environment



Capacity demand goes up. Evergreen//One can meet that demand for capacity.



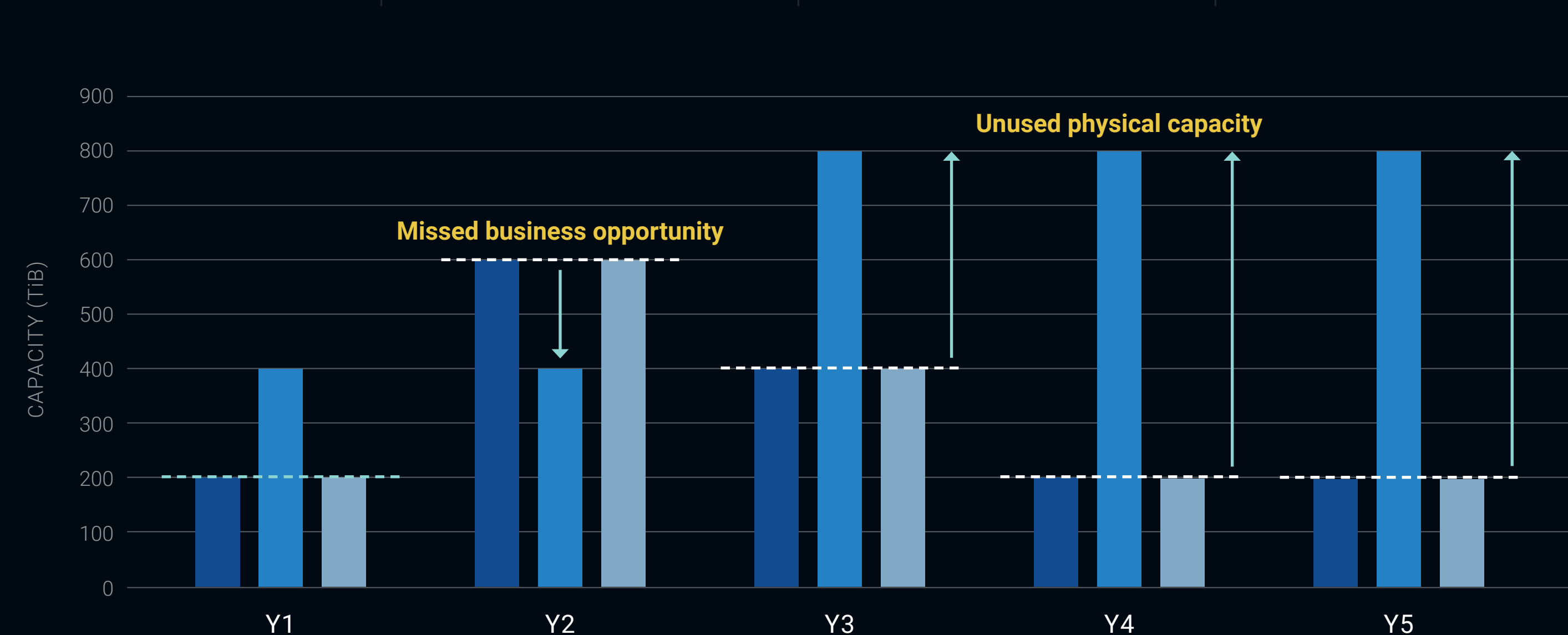
Traditional on-premises storage solutions might be too slow for organizations to benefit from because they have to order the array and storage and wait for shipping, leading to missed business opportunities.



Assuming revenue levels out to the original capacity requirement, now the traditional on-premises solution is over-provisioned. However, organizations are stuck with the solution.



But the Evergreen//One subscription allows you to back off your effective use capacity to right-size your expenses.



## Conclusion

Evergreen//One offers a cost-effective alternative to traditional storage solutions by shifting the responsibility of infrastructure investment, maintenance, and scalability to Pure Storage and freeing up an organization's teams to be more productive. Organizations will enjoy a cost-effective on-premises solution that has the agility and flexibility of public cloud storage, coupled with the security and performance of Pure's all-flash infrastructure.

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