

MODERNIZE MANAGED HOSTING WITH PURE

Drive your business with Pure Data-Centric Architecture

SUMMARY

Service providers facing a crowded, competitive field need a storage platform that can deliver business advantage. That means more than simply enabling MSPs to meet their SLAs; it means next-gen infrastructure capable of powering digital transformation at lower cost for customers alongside increased competitiveness, enhanced agility, and business predictability for MSPs.

In today's rapidly expanding multi-cloud market, service providers need to ensure that their infrastructure investments will enable customers to leverage intensive, next-gen applications that require low-latency and high throughput – such as predictive analytics – to get better insight into what is going on with their business, customers, and industry.

Whether your focus is digital transformation, multi-cloud, data portability, or analytics, Pure Storage® has shared accelerated storage solutions that drive differentiation with high-performance, efficient, and ultra-reliable storage. Here's how Pure can help you:

INCREASE COMPETITIVENESS

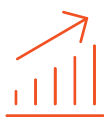
Maintaining and growing your customer base requires the ability to adapt to changing market conditions,

capitalize on business opportunities, and flexibly reduce costs or increase revenue streams.

Differentiated Solutions Reach new markets with next-gen business apps (SAP HANA, Splunk, Elastic, and many more); optimized virtual environments including VMware and Hyper-V; and converged infrastructure (Pure FlashStack™ in partnership with Cisco).

Pure SP Program Take advantage of the Service Provider Partner Program to accelerate sales with access to 100s of sales teams worldwide, go-to-market (GTM) benefits, and strategic initiatives.

Unmatched Data Efficiency Get industry-leading data reduction (typically 2x better than the competition), density (save up to 10X on consolidation, power, and space), and plug-n-play data access.



INCREASE COMPETITIVENESS

Enhance quality and value through superior performance, efficiency, and the Service Provider Partner Program



ENHANCE AGILITY

Remove complexity and simplify automation to enable faster business response and drive growth



BUSINESS PREDICTABILITY

Maximize return on investment and economic value add (EVA)

“We want to significantly exceed our SLAs all the time, and Pure Storage allows us to do that comfortably.”

—
SCOTT MCISAAC

CTO, SECURE-24

ENHANCE AGILITY

Maintaining and growing your customer base requires the ability to adapt to changing market conditions, capitalize on business opportunities, and flexibly reduce costs or increase revenue streams.

No Touch Performance Get the performance you expect with <1ms latency and Quality of Service (QoS) for unpredictable application workloads and I/O block sizes – all while eliminating data tiering.

Rapid Deployment & Automation Simplicity, SDKs, integrations, and restful APIs speed operations and free resources for value-add initiatives.

Modern Support Ops Drive customer satisfaction with smarter, faster response and proactive resolution that leverages unparalleled Pure1® analytics and support, powered by Pure1 Meta™ global predictive intelligence.

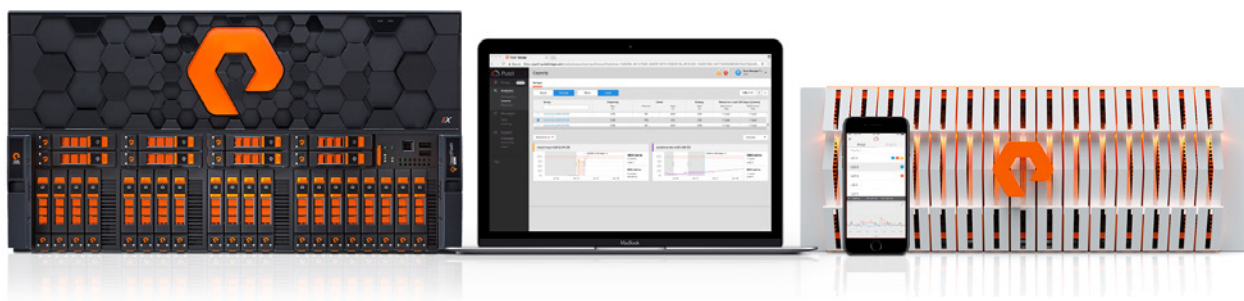
BUSINESS PREDICTABILITY

Improve cash flow and capital outlay by balancing expenditures with subscription revenues. Pure Storage can help with a variety of programs to enhance the alignment of storage costs and business growth.

Evergreen™ Storage Get storage that improves with age. Pure offers the industry’s first subscription-based guarantee for performance, feature, and density innovations. Keep storage modern, ensure a non-disruptive path to NVMe, and avoid repurchasing TBs you already own.

Flexible Purchase Models Seamless acquisition and capacity enablement options reduce financial risk while ensuring you always have the capacity you need.

Superior Service Levels Consistently meet SLAs with proven FlashArray 99.9999% delivered availability, no migrations or forklift upgrades, non-disruptive maintenance, and NPIV.



IT'S NOT JUST THE NEXT-GEN SHARED ACCELERATED STORAGE

Pure Storage delivers more than just innovative solutions that will advance your business. We strive for, and deliver, customer satisfaction. The best gauge of that satisfaction? A Satmetrix-validated B2B NetPromoter Score of 83.7 for 2017, which puts us in the top 1% of all businesses and makes us the #1 recommended technology vendor by a wide margin.



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