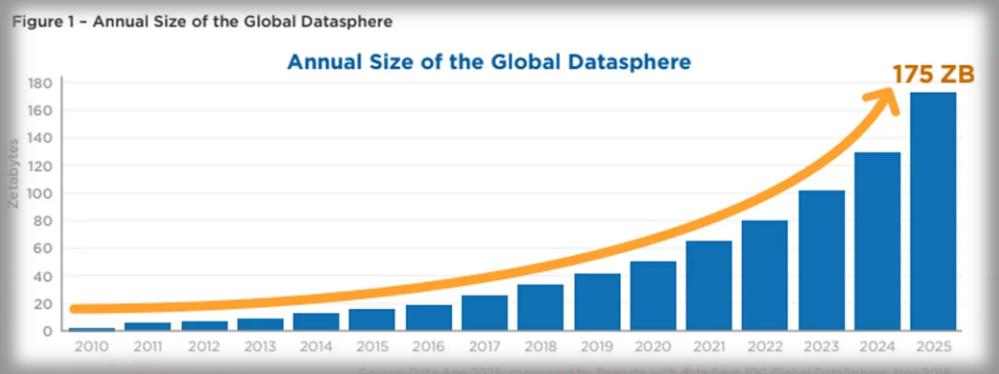
PURESTORAGE®

현대적 데이터 인프라 구축 방안

퓨어스토리지 윤건호 부장

Systems Engineer



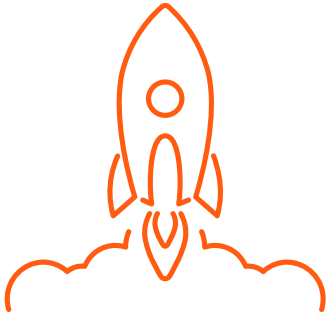
CAPEX

OPEX

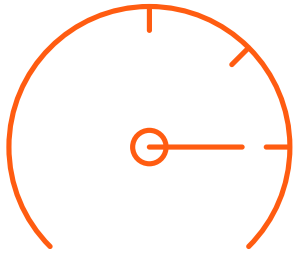
Data Explosion

Complex Infrastructure

현대적 인프라를 위한 3가지 Key



Is fast **and** flexible
In meeting SLAs



Is ready to run any
workload in **hours**

Never requires
a forklift upgrade

CISCO
TM

PURESTORAGE®

퓨어스토리지 소개

성장

$2.18 Billion

2021년 연간 수익

$849 Million

2021년 4분기 반복적인 구독 연간 수익 (ARR)

+$60 Billion TAM

고객

10,000+

글로벌 고객사

~470

2021년 4분기
신규 고객(NNL)

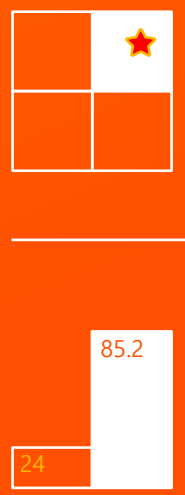
>50%

포춘 500대
기업

리더쉽

Gartner Magic Quadrant

8년 연속 최상위 리더



Net Promoter Score

Top 1% of B2B companies

Company Milestones

- 2009 Founded
- 2011 Pioneer in All-Flash
- 2012 FlashArray™
- Late 2012 First international office in Europe
- Mid 2014 Evergreen™ Storage Non-Disruptive Upgrades
- Early 2015 Pure1® Cloud-Based Management
- 2015 Introduction of FlashStack™ Integrated Platform
- Late 2015 IPO (PSTG)
- 2016 Introduction of FlashBlade®
- Early 2018 Pure introduces the first AI-ready Infrastructure (AIRI™)
- Mid 2018 Launch of as-a-Service model (Pure as-a-Service)
- 2018 Cloud Data Services
- 2018 $1+ Billion in revenue
- 2019 Compuverde Acquisition
- 2019 Named a Leader again: Gartner Magic Quadrant
- 2020 Pure as-a-Service 2-year anniversary
- 2020 Launch of Pure FlashRecover™, Powered by Cohesity®
- 2020 Portworx Acquisition
- 2020 Named a Leader again: Gartner Magic Quadrant

퓨어스토리지 소

성장

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+$60 Billion TAM

Figure 1: Magic Quadrant for Primary Storage

Source: Gartner (October 2021)

Gartner Magic Quadrant

8년 연속 최상위 리더

Net Promoter Score

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2009 Founded

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Mid 2018 Launch of as-a-Service model (Pure as-a-Service)

2018 Cloud Data Services

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Early 2018 Pure introduces the first AI-ready Infrastructure (AIRI™)

2020 Portworx Acquisition

2020 Named a Leader again: Gartner Magic Quadrant

Cisco UCS Servers

+

Pure Storage

+

Cisco Networking

Strategy for next-generation systems management

Use the cloud

Connect everything

Analyze the telemetry

Create actionable insight

Combine insight with automation

Have machines manage machines

FlashStack with Cisco UCS X-Series and Cisco Intersight

Updated: July 1, 2021

Contact Cisco

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Solution overview +

Technology overview +

Solution design +

Deployment hardware and soft... +

Summary

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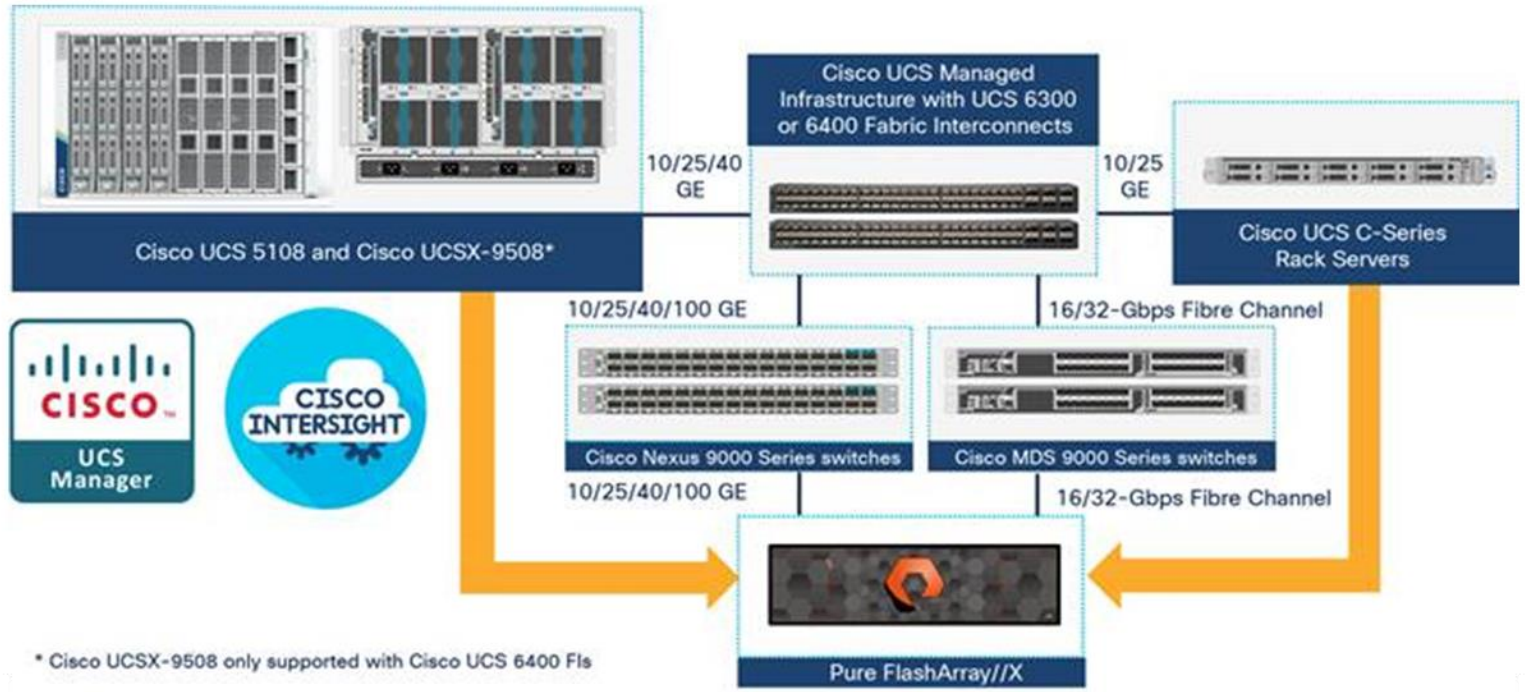
Protect your business and power your teams, wherever they are Get offer



Pure1®

CISCO INTERSIGHT

More Flexibility

More Simplicity

More Speed

Software-Defined

Cloud Managed

AI-Enabled

Application Aware

Container

Intelligent

Simple

Agile

Economical

Day 0

Architect (Design)

Requirements : Architecture

Day 1

Implement (Deliver)

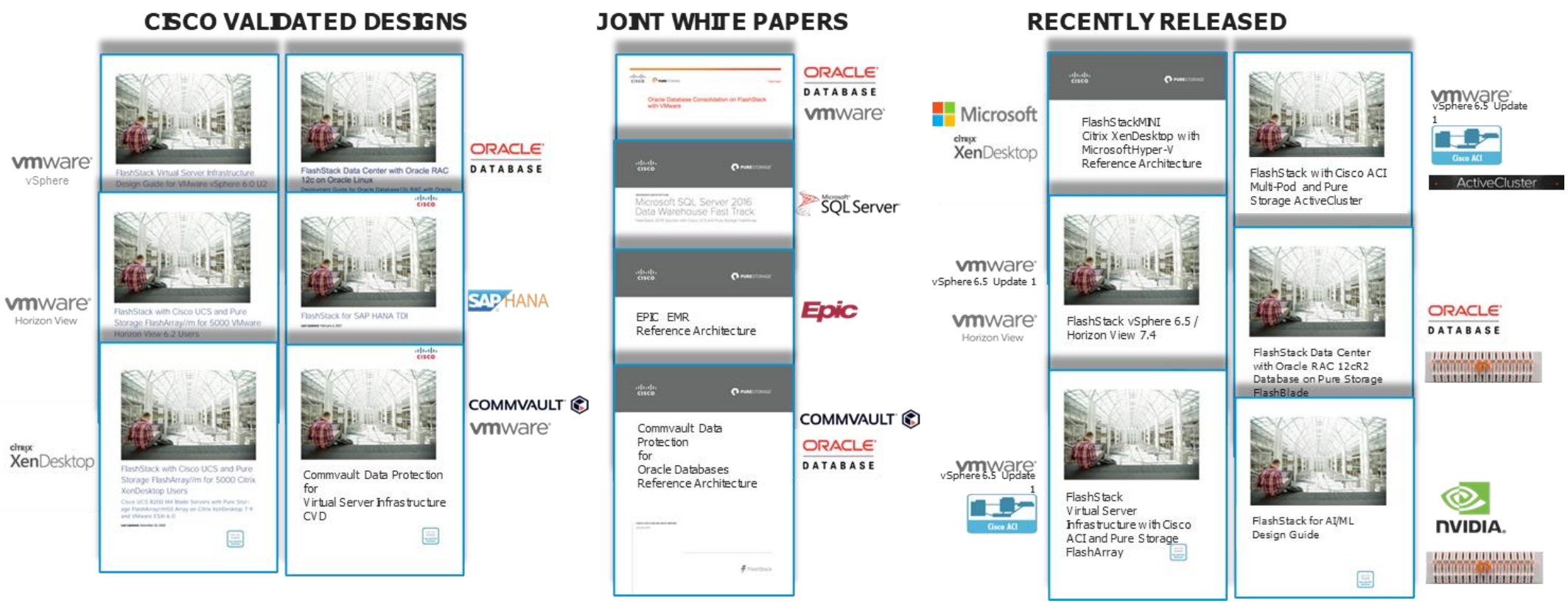
Install : Setup : Configure

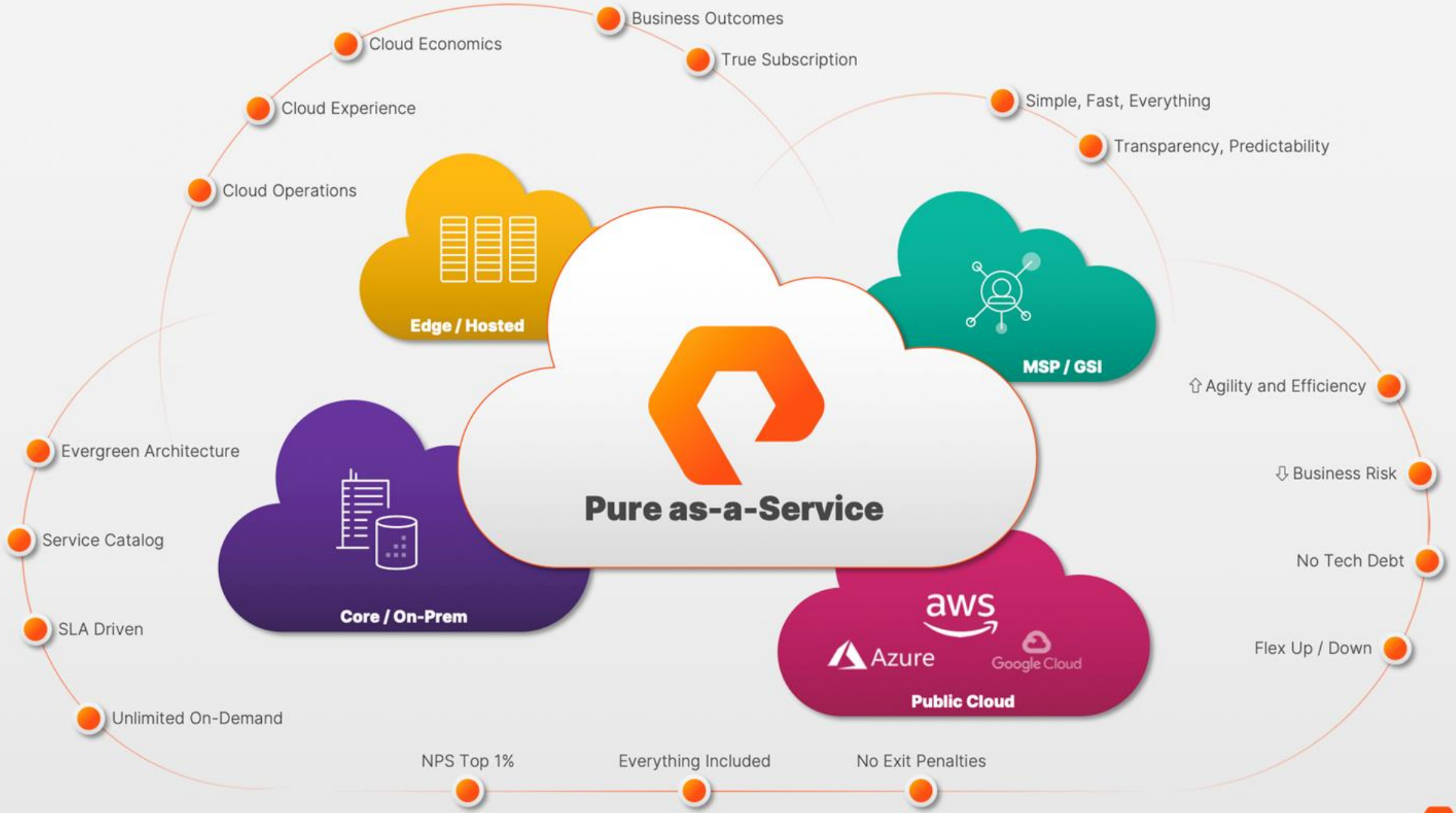
Day 2

Operate & Optimize

Lights-on : Maintenance : Housekeeping

CISCO VALIDATED DESIGNS




Business Outcomes
Cloud Economics
True Subscription
Cloud Experience
Simple, Fast, Everything
Transparency, Predictability
Cloud Operations
Edge / Hosted
MSP / GSI
Pure as-a-Service
⇧ Agility and Efficiency
Evergreen Architecture
⇩ Business Risk
Service Catalog
No Tech Debt
SLA Driven
Flex Up / Down
Core / On-Prem
aws
Azure
Google Cloud
Public Cloud
Unlimited On-Demand
NPS Top 1%
Everything Included
No Exit Penalties

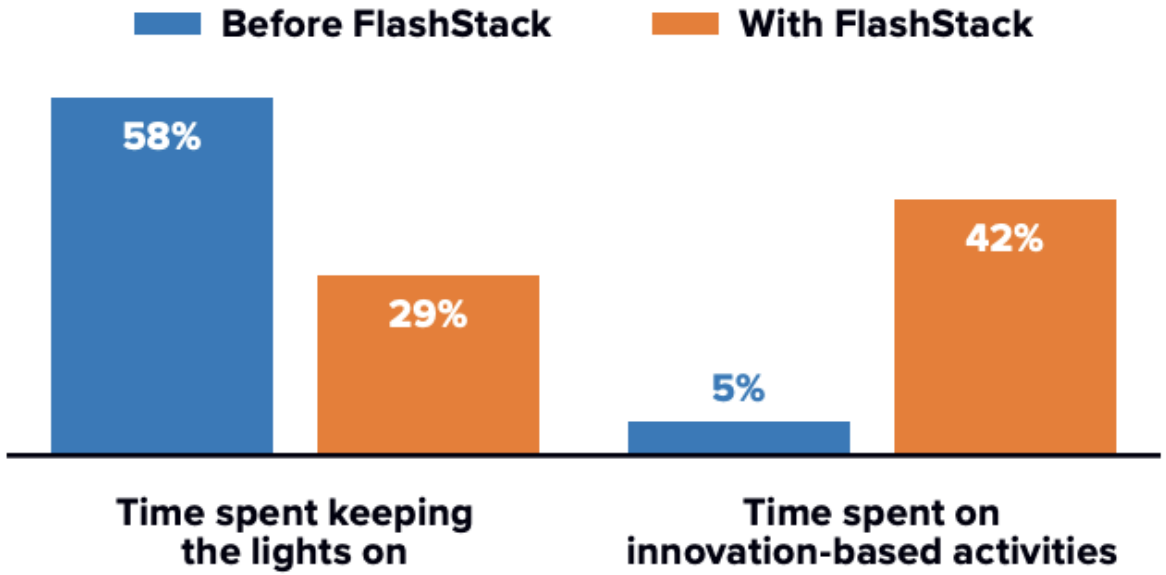
KEY RESULTS

446%
5-year ROI

72%
reduced total cost of operations

8 months
payback on investment

IT Infrastructure Team Activities Impact



Partnership

- 7-year partnership, $1.5billion run-rate
- Industry's fastest-growing, converged infr astructure solution
- C-Suite, Engineering, Marketing, & Servi ces alignment

Engineering

- Architect Once, Innovate Continuously
- Start Small, Scale Fast
- Architect (D0), Deploy (D1), Operate (D2)
  - Day 0 - Cisco Validated Designs
  - Day 1 - SmartConfig Automation
  - Day 2 - Cisco Intersight integration with FlashArray

Use Cases

- 30+ specific use case designs
- Enterprise Applications e.g. VSI, VDI, SAP, Oracle, SQL
- Cloud Native & Container applications
- AI and Big Data Analytics, e.g. Splunk
- Healthcare applications

Global Solution

In over 47 countries worldwide

Customers

>4000 clients worldwide

LinkedIn BARCLAYS charles SCHWAB

Room&Board HOME FURNISHINGS nielsen AMG PETRONAS FORMULA ONE TEAM

lifescript Domino's

Full Stack Offer

Simple Agile Economical

PURESTORAGE®

Thank you!

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- √ 네이버 블로그 blog.naver.com/purestorage_korea