ES2 Sundowner Summer Series

Cloud Block Store with Pure Storage and ES2

- Arrival 16:00

- Preso ES2 & Pure 17:00

- Closure 19:00

Nibbles and drinks provided throughout the event

ES² ENTERPRISE SECURITY ENTERPRISE SOLUTIONS

ES² MANAGED SERVICES

ES² Cloud Services

ES² VENDORS

ES² INCIDENT RESPONSE

ES² KIDS By Kids For Kids

ES² PEOPLE PERMANENT TEMPORARY CONTRACT

1800 373 732
(1800 ES2 SEC)

24x7 Incident Response Hotline	Open discussions to establish situation	Incident analysed	Logs and malware analysed	Remediation recommendations	Post-incident Reporting

By Kids For Kids

ES2 Kids is a Not-for-Profit Foundation that assists in bridging the gap of Cyber Security Awareness for K-12 kids.

ES2 Kids focus is to facilitate Cyber Security Awareness from the Private and Government sectors to K-12 kids (and their parents …)

CLOUD BLOCK STORE FOR AWS
ES2 SUNDOWNER

SAM LEOTTA – SENIOR SYSTEMS ENGINEER

PURESTORAGE®

Delivering Modern Data Experience.

GROWTH

+$50B
Total Addressable Market: Key Growth

$1.8B
Annual Revenue

—

26% Q2 revenue from International

CUSTOMERS

6,600
Customers

—

450 new customers in Q2

~$11 incremental purchases from top 25 customers within 18 months of initial purchase of $1

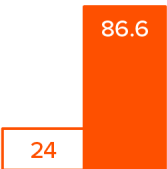2x incremental purchases from customers within 24 months

>40% of Fortune 500

>30% cloud customers

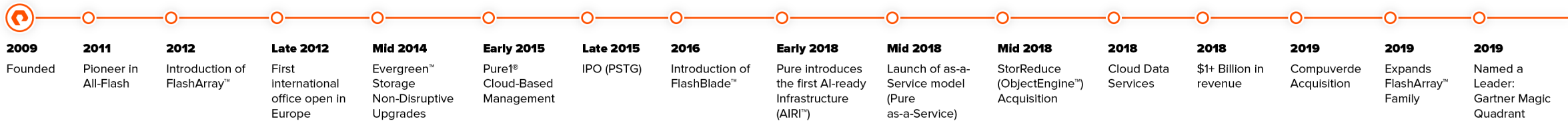## LEADERSHIP

Gartner Magic Quadrant
For the sixth year in a row, Pure Storage is a leader in the Gartner Magic Quadrant.
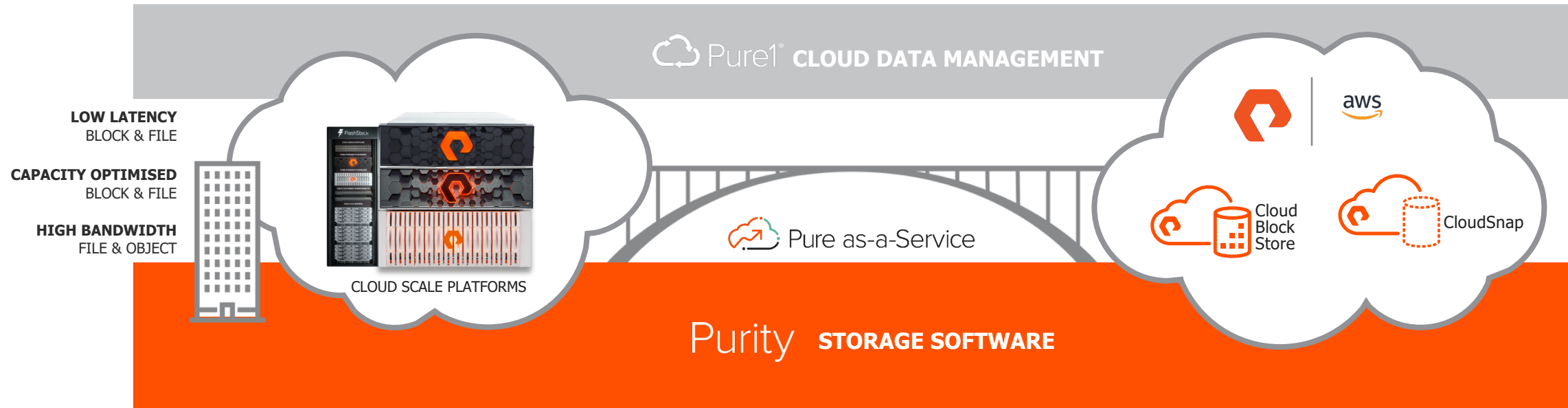
86.6
24

Net Promoter Score
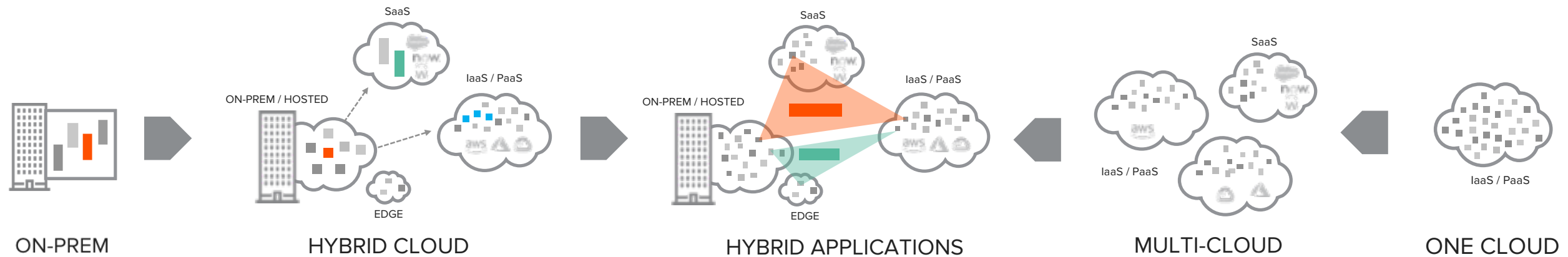In the top 1% of B2B companies.

COMPANY MILESTONES

2009	2011	2012	Late 2012	Mid 2014	Early 2015	Late 2015	2016	Early 2018	Mid 2018	Mid 2018	2018	2018	2019	2019	2019
Founded	Pioneer in All-Flash	Introduction of FlashArray™	First international office open in Europe	Evergreen™ Storage Non-Disruptive Upgrades	Pure1® Cloud-Based Management	IPO (PSTG)	Introduction of FlashBlade™	Pure introduces the first AI-ready Infrastructure (AIRI™)	Launch of as-a-Service model (Pure as-a-Service)	StorReduce (ObjectEngine™) Acquisition	Cloud Data Services	$1+ Billion in revenue	Compuverde Acquisition	Expands FlashArray™ Family	Named a Leader: Gartner Magic Quadrant

BRIDGING THE CLOUD DIVIDE WITH
CLOUD DATA SERVICES

CLOUD DATA
INFRASTRUCTURE

CLOUD DATA
SERVICES

Pure1® **CLOUD DATA MANAGEMENT**

LOW LATENCY
BLOCK & FILE

CAPACITY OPTIMISED
BLOCK & FILE

HIGH BANDWIDTH
FILE & OBJECT

CLOUD SCALE PLATFORMS

Pure as-a-Service

aws

Cloud Block Store

CloudSnap

Purity **STORAGE SOFTWARE**

PURESTORAGE®

ENTERPRISE CLOUD STRATEGY IS EVOLVING

ON-PREM · HYBRID CLOUD · HYBRID APPLICATIONS · MULTI-CLOUD · ONE CLOUD

PURESTORAGE®

ON-PREM AND CLOUD DATA IS DIFFERENT

...TODAY

HIGHLY RELIABLE ARRAYS,
IN-BUILT SNAPS & DR

DIFFERENT RESILIENCY

LOWER AVAILABILITY, HIGHER
DURABILITY, GLOBALLY REPLICATED

THIN PROVISIONING,
DEDUPLICATION,
COMPRESSION

DIFFERENT EFFICIENCY

THICK PROVISIONED
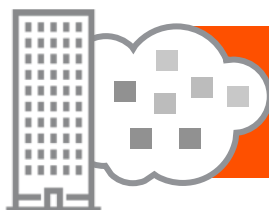CAPACITY & PERFORMANCE

MANUAL MANAGEMENT
EXPERIENCE

DIFFERENT APIs

API/SERVICE BASED
CONSUMPTION

**ON-PREM
& HOSTED**

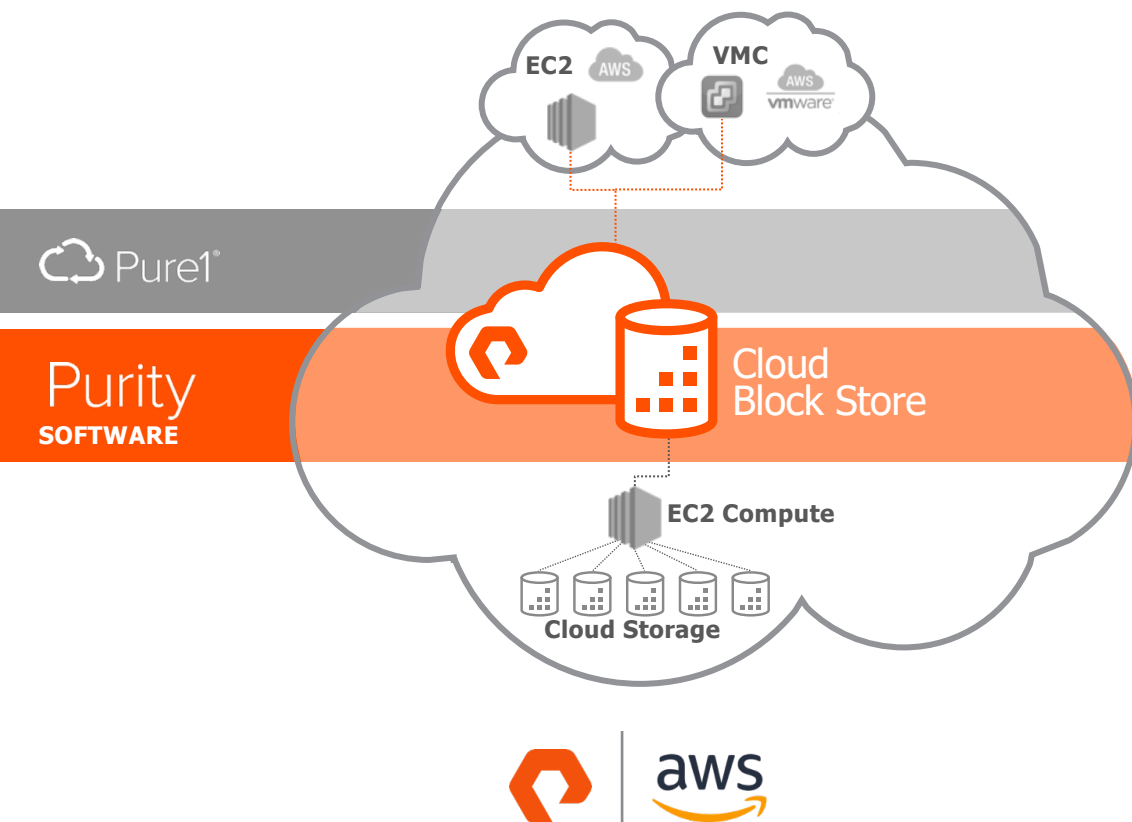>_iSCSI >_FC >_VVOL
>_NFS >_SMB >_OBJECT

BLOCK
SERVICE

FILE
SERVICE

OBJECT
SERVICE

aws

**PUBLIC
CLOUD**

PURESTORAGE®

Cloud Block Store FOR AWS

INDUSTRIAL-STRENGTH BLOCK STORAGE,
DELIVERED NATIVELY IN THE CLOUD

100% Software:
Deploys instantly as a virtual appliance in the cloud, runs only as long as you need it

Consistent APIs:
Developers connect to storage the same way on-prem and in the cloud. Automated deployment with Cloud Formation Templates

Efficient:
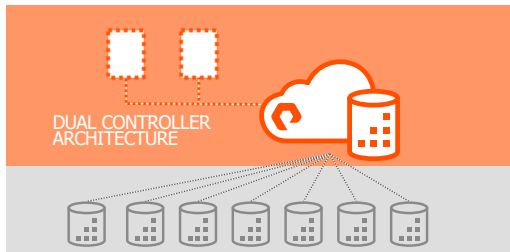Deduplication, compression, and thin provisioning deliver capacity and performance economically

Reliable, Secure:
Delivers industrial-strength performance, reliability & protection with multi-AZ HA, NDU, instant snaps and data-at-rest encryption
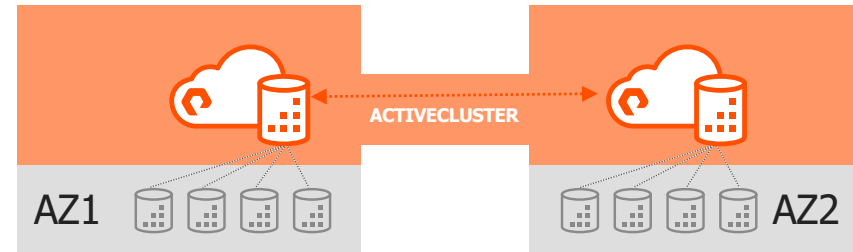
Hybrid:
Easily migrate data bi-directionally, delivering data portability and protection across your hybrid cloud

Flexible:
Pay-as-you-go consumption model to best match your needs for production and development

EC2 AWS

VMC AWS vmware

Pure1

Purity
SOFTWARE

Cloud Block Store

EC2 Compute

Cloud Storage

aws

PURESTORAGE

MAKES CLOUD STORAGE BETTER!

ADDING VALUE TO NATIVE CLOUD ENVIRONMENTS

DUAL CONTROLLER ARCHITECTURE

BUILT IN RELIABILITY & PREDICTABLE PERFORMANCE

ACTIVECLUSTER

AZ1

AZ2

CAN BE DEPLOYED HA ACROSS TWO AVAILABILITY ZONES

THIN BLOCK VOLUME
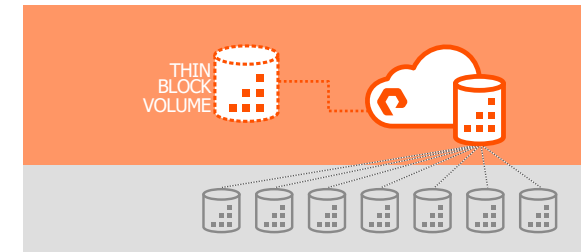
ALWAYS THIN, DEDUPED, COMPRESSED

INSTANT SPACE-SAVING SNAPSHOTS

ALWAYS ENCRYPTED

PURESTORAGE®

UNLOCK HYBRID USE CASES

MIGRATE
TO / FROM CLOUD

DR
TO CLOUD

DEV/TEST
ON CLOUD

HA
CLOUD / CLOUD

Purity *FA*

EC2 AWS

VMC AWS vmware

EC2 AWS

VMC AWS vmware

EBS

← PURITY//REPLICATE: ASYNCHRONOUS →

ACTIVECLUSTER

CLOUDSNAP: BACKUP/MIGRATE →

RECOVER

ON-PREM

DIRECTCONNECT

Purity *FA*

HOSTED

PUBLIC CLOUD AZ1

PUBLIC CLOUD AZ2
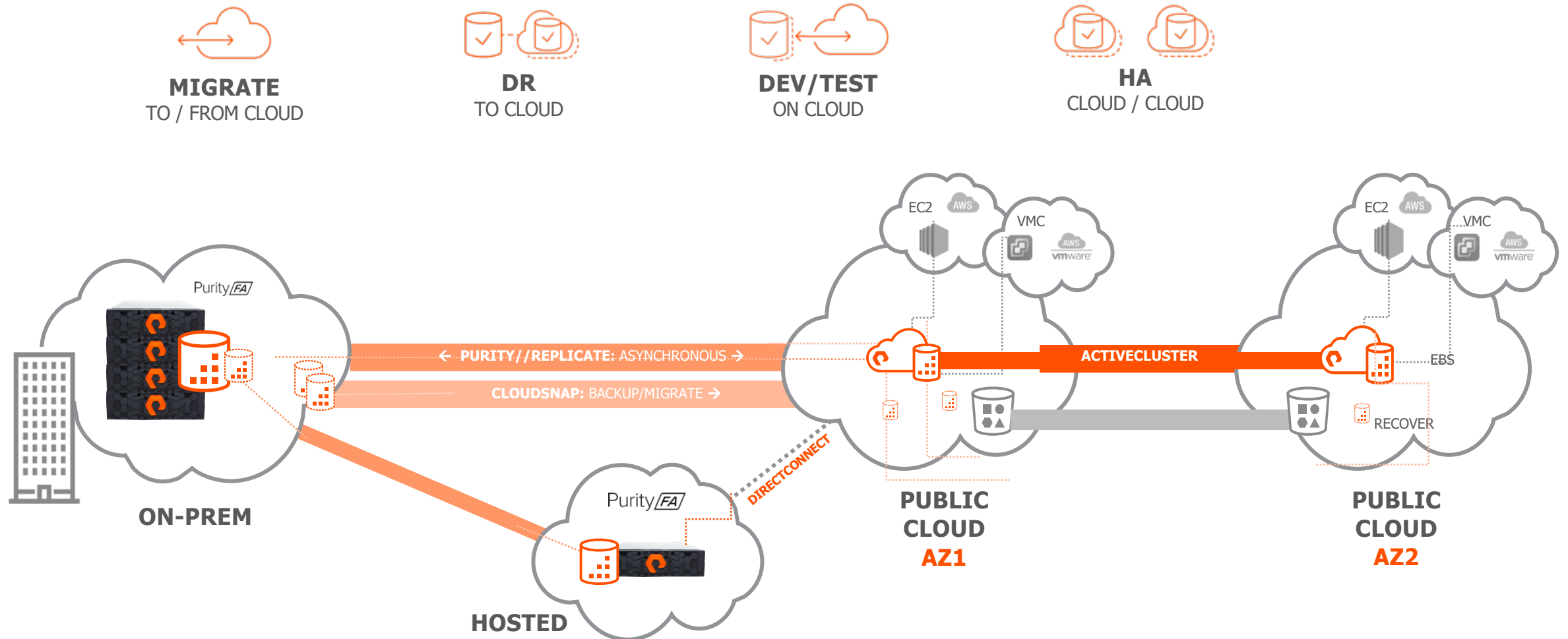
PURESTORAGE®

CLOUD BLOCK STORE™ FOR AWS

USE CASE: DEV/TEST

EC2 Hosts

iSCSI
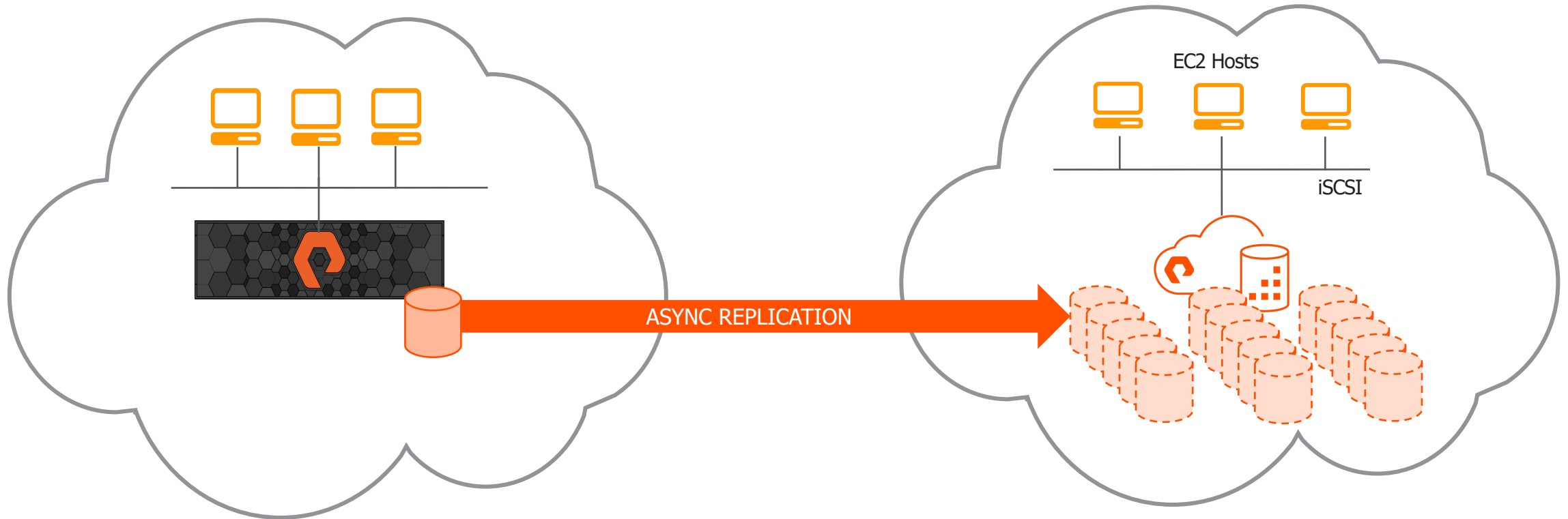
ASYNC REPLICATION

EFFICENT NATIVE STORAGE REPLICATION

REPLICATE BACK TO ON PREM

SPACE EFFICIENT SNAPSHOTS

SPACE EFFICIENT CLONES

PURESTORAGE®

CLOUD BLOCK STORE™ FOR AWS

USE CASE: IaaS

EC2 Hosts

iSCSI

VPC
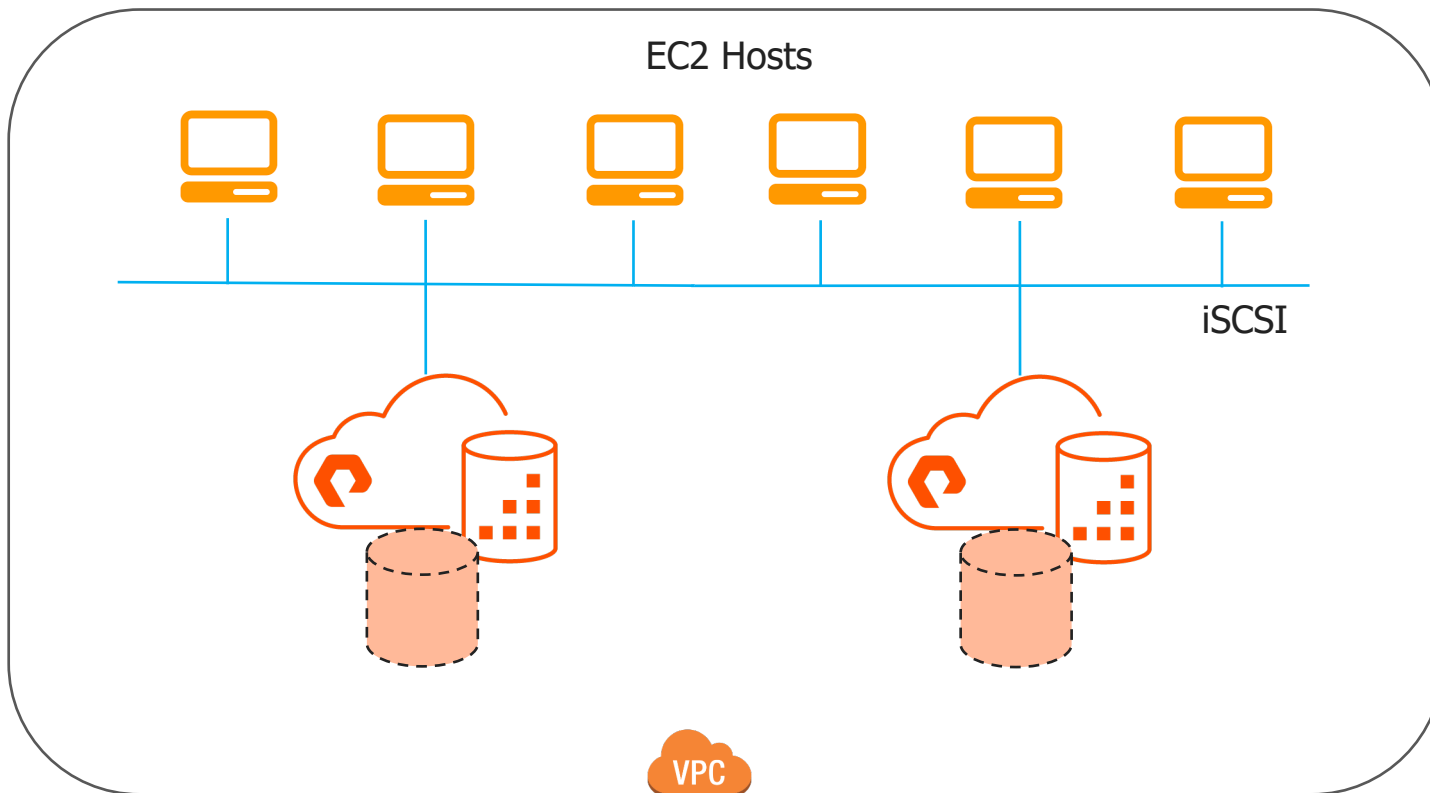
RUN PRODUCTION ON CBS

UNIFIED DATA MANAGEMENT

GIVES BACK CONTROL TO IT

REDUCE AWS EBS COSTS

PURESTORAGE®

CLOUD BLOCK STORE COST SAVINGS

1st Year Total Cost

Legend: ■ Pure ■ EBS S3 Snapshots ■ Amazon Infra.

- Pure Storage Cloud Block Store: $24,000 (Pure), $220,876 (Amazon Infra.) — **$244,876**
- Amazon Elastic Block Store: $18,150 (EBS S3 Snapshots), $424,800 (Amazon Infra.) — **$442,950**

Cloud Block Store FOR AWS
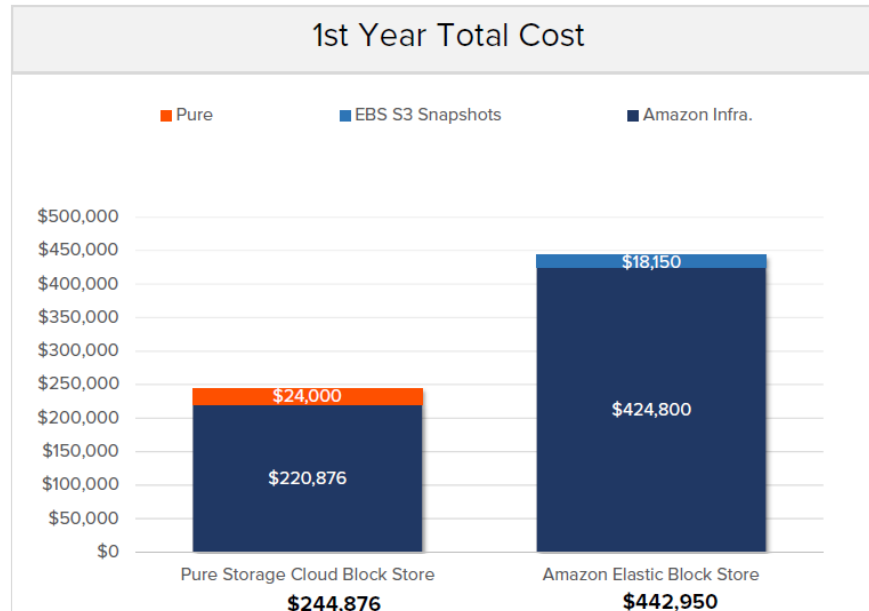
44.72%

$198,074 first year saving by using Pure Storage Cloud Block Store

Required Effective Capacity - Monthly $/GiB

Legend: ■ Pure ■ EBS S3 Snapshots ■ Amazon Infra.

- Pure Storage Cloud Block Store: $0.080 (Pure), $0.736 (Amazon Infra.) — **$0.816**
- Amazon Elastic Block Store: $0.061 (EBS S3 Snapshots), $1.416 (Amazon Infra.) — **$1.477**
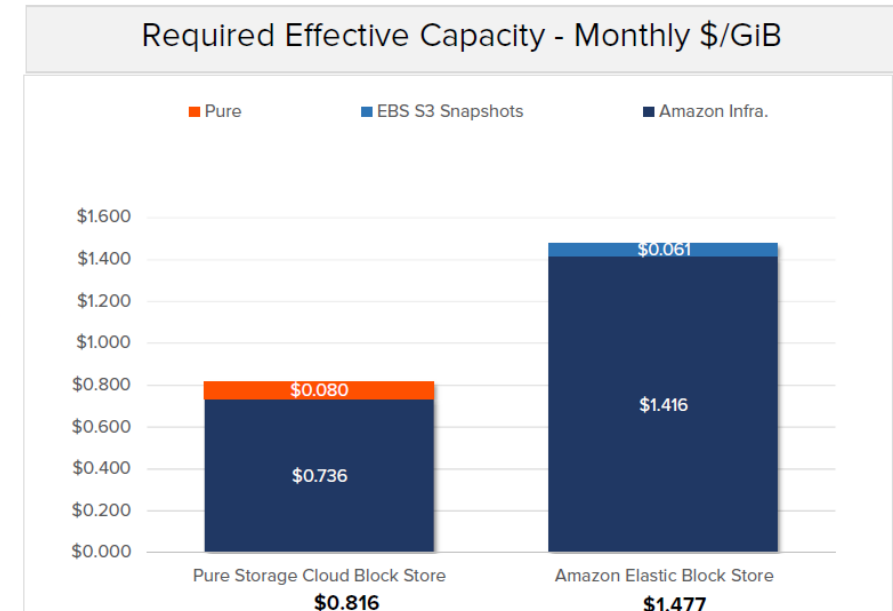
25TB OF CAPACITY / 50TB PROVISIONED

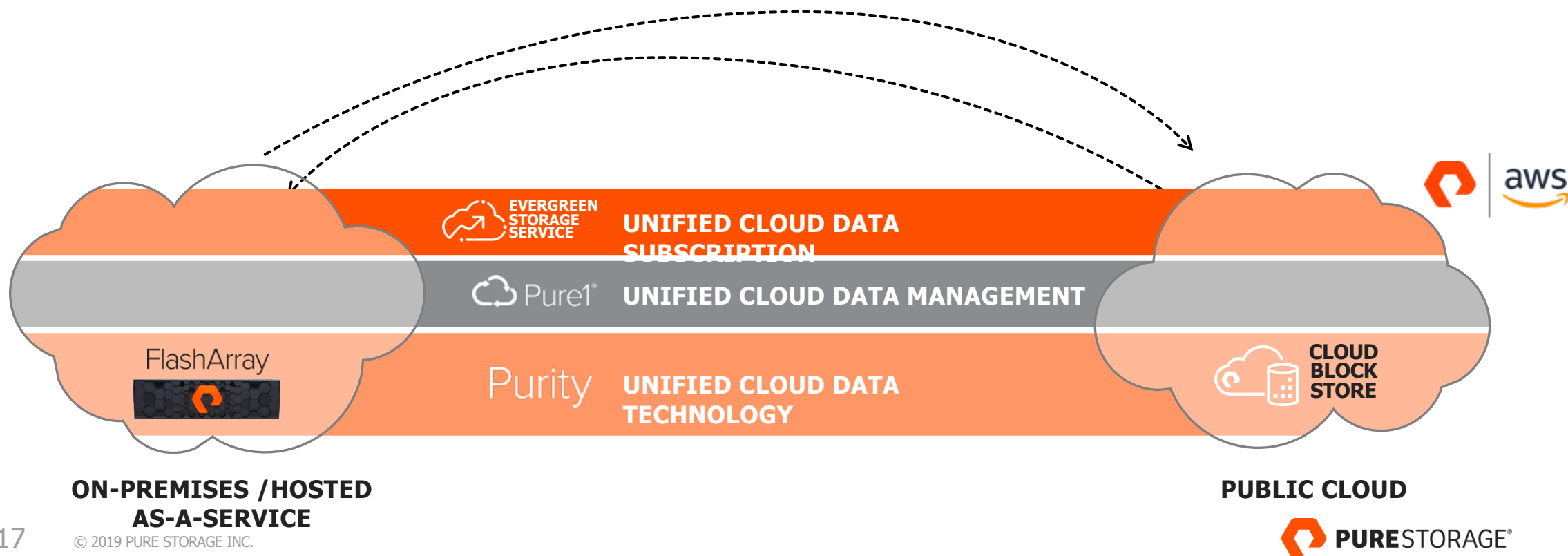**INCLUDES PURE AS A SERVICES SUBSCRIPTION**

PERFORMANCE EBS IO1

NO PROVISIONED IOPS

PURESTORAGE®

PAAS UNIFIES THE HYBRID CLOUD

- Same, single Pure as-a-Service subscription to storage data services
- Move and run any portion, anywhere, anytime
- Start on-premises, shift to public cloud
- De-risk your cloud strategy

EVERGREEN STORAGE SERVICE — UNIFIED CLOUD DATA SUBSCRIPTION

Pure1® — UNIFIED CLOUD DATA MANAGEMENT

Purity — UNIFIED CLOUD DATA TECHNOLOGY

FlashArray

aws

CLOUD BLOCK STORE

ON-PREMISES /HOSTED AS-A-SERVICE

PUBLIC CLOUD

PURESTORAGE®

Based off the AWS Landing Zone Framework and other AWS best practices

Understanding of your requirements and appropriate technology mapping
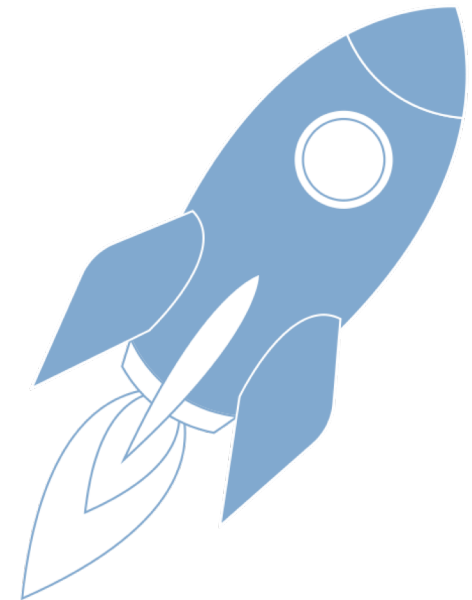
AWS best practices account structure:

- Organization account

- Shared Services account

- Log Archive account

- Security account

Account Vending Machine (AVM) via the AWS Service Catalogue

As built documentation

Options for directory integration and others

Fixed cost: $10,000 - $25,000 (depending on AD integration options)

Cloud
Services

Thank You