



The Total Economic Impact™ Of Pure Storage FlashArray

FORRESTER®

Through four customer interviews and data aggregation, Forrester concluded that Pure Storage FlashArray has the following six-year financial impact.

“We used to spend a whole weekend every month patching the storage array. Now, we can patch it on a Tuesday at 2 p.m. Pure dials in. We'll monitor the update to make sure everything goes well. It's a complete change in operations and how we do patching.”



VP of global technology architecture,
professional services firm



이 보고서는 고객 인터뷰와 데이터 집계 결과를 통해 Pure Storage FlashArray™의 6년 재무 영향을 분석했습니다. 이 영향은 다음과 같습니다.

6개월 동안, Forrester Consulting은 이 영향을 분석하기 위해 고객 인터뷰를 진행했습니다. 이 분석은 총 경제적 영향(Total Economic Impact, TEI)을 측정했습니다.

이 보고서에 따르면, Pure Storage FlashArray를 도입한 고객은 50%의 비용 절감을 경험했습니다. 이는 운영 효율성 향상과 IT 인력 비용 절감에 기여했습니다.

The Total Economic Impact™ Of Pure Storage FlashArray

FORRESTER®

Through four customer interviews and data aggregation, Forrester concluded that Pure Storage FlashArray has the following six-year financial impact.

“We used to spend a whole weekend every month patching the storage array. Now, we can patch it on a Tuesday at 2 p.m. Pure dials in. We'll monitor the update to make sure everything goes well. It's a complete change in operations and how we do patching.”



VP of global technology architecture,
professional services firm

111%
ROI

\$585K
NET
SAVINGS

< 6
month
PAYBACK

TEI is a Forrester Research, Inc. methodology that measures the financial impact of an investment over its lifecycle. It is based on the following components:

1. **Cost of Investment:** The total cost of the investment, including hardware, software, and implementation costs. This includes the initial purchase price, installation, and any ongoing maintenance or support fees.

2. **Cost of Ownership:** The total cost of the investment over its lifecycle, including the cost of investment and the cost of maintenance, support, and other ongoing expenses. This includes the total cost of ownership (TCO) over the investment's lifecycle.

3. **Benefits:** The total value of the investment over its lifecycle, including the value of the investment and the value of the benefits it generates. This includes the total value of the investment (TVI) over the investment's lifecycle.

4. **ROI:** The return on investment, calculated as the ratio of the total value of the investment to the total cost of ownership. This is a key metric for evaluating the financial impact of an investment.

TEI is a Forrester Research, Inc. methodology that measures the financial impact of an investment over its lifecycle. It is based on the following components:

TEI is a Forrester Research, Inc. methodology that measures the financial impact of an investment over its lifecycle. It is based on the following components:

- Total cost of investment: \$49M
- Total cost of ownership: \$39M
- Total value of investment: \$7.8M

NPV 58.5, ROI 111%, 6 years payback period.

PURE STORAGE FLASHARRAY BY THE NUMBERS

Pre FlashArray



3.4 FTEs

dedicated to storage infrastructure management



21.2

Hours of downtime

Post FlashArray



1.8 FTEs

dedicated to storage infrastructure management



0 - 0.1

Hours of downtime

Base: 36 Pure Storage FlashArray customers
Source: A commissioned study by Forrester Consulting on behalf of Pure Storage, April 2019

\$490,380 IN SAVINGS OVER 6 YEARS FROM A REDUCTION IN EFFORT TO MANAGE AND MAINTAIN THE STORAGE ENVIRONMENT



- Patching & Upgrades
- Disaster Recovery Testing
- Data Backup & Recovery



- Scheduling & Coordinating Downtime
- Provisioning Storage

TOP THREE PRIMARY BENEFITS OF PURE STORAGE FLASHARRAY

- 1 Storage environment maintenance/management cost avoidance
- 2 Reduction in downtime
- 3 Forklift upgrade and data migration cost avoidance

Hodges University IT manager Casey McKnew: "We've reduced our storage management effort by 80% and our downtime by 99%."

8 years payback period. "We've reduced our storage management effort by 80% and our downtime by 99%."

TEL: 00-00-00

"Driving Down the Operational Costs of Storage" 00-00-00

00-00-00