



EVERGREEN STORAGE

ALL-INCLUSIVE STORAGE OWNERSHIP.

Evergreen™ Storage by Pure Storage keeps storage dense, efficient, and modern through every stage of the ownership lifecycle, for **10 years or more**, with streamlined customer service and exceptional ROI.

QUICK VIEW

Evergreen Storage enables storage that is deployed once and upgraded as needed, for a decade or more.

Components can be mixed and matched – all online and without performance disruption – to keep storage dense, efficient, and modern.

Earn back flash storage investment in months.

IMPROVE AND EXPAND storage for **10 or more** years

2X Better **DATA REDUCTION** without risk

RECEIVE CREDIT for the TB's you **already** own when expanding and consolidating

CUSTOMER SATISFACTION rating **5X** the industry average

“Evergreen Storage was a huge reason we went with Pure.”

-**Michael Richardson**,
System Administrator,
Smithville Fiber

“What sold the CFO was the Evergreen Storage program... It was the every-five-year forklift and the recurring maintenance costs of the traditional model – compared to what Evergreen offered – that proved the cost savings to him.”

-**Nick Krapf**, IT Director, FlexPrint

LOVE YOUR STORAGE

The industry's broadest storage purchase guarantee. If you aren't happy, return the array within 30 days for a full refund. Software is included with every purchase, allowing you to easily expand capacity over time without licensing complexity.

RIGHT-SIZE GUARANTEE

Guaranteed effective capacity, risk free and in writing, for six months.*
Get **2X better data reduction** and efficient, cost-effective storage without any risk of undersizing related to thin provisioning.

FOREVER MAINTENANCE

Keep your array running so you can focus on your applications and your business. Forever Maintenance protects you from any failures, including due to flash wear, by replacing failed components with like or better ones as long as you're under maintenance and support.

FLAT AND FAIR

Our maintenance and support rates are Flat and Fair, meaning they won't go up in the future (the “flat” part), and they may even go down (the “fair” part).

FREE EVERY THREE

Keep your array performance, scale, and features modern and non-disruptive, and without repurchases. Free Every Three includes upgraded controllers with each 3-year maintenance and support renewal.

UPGRADE FLEX

Upgrade your array performance as you expand. Purchase a qualifying capacity pack and get trade-in credit for your old controllers towards upgraded controllers.

CAPACITY CONSOLIDATION

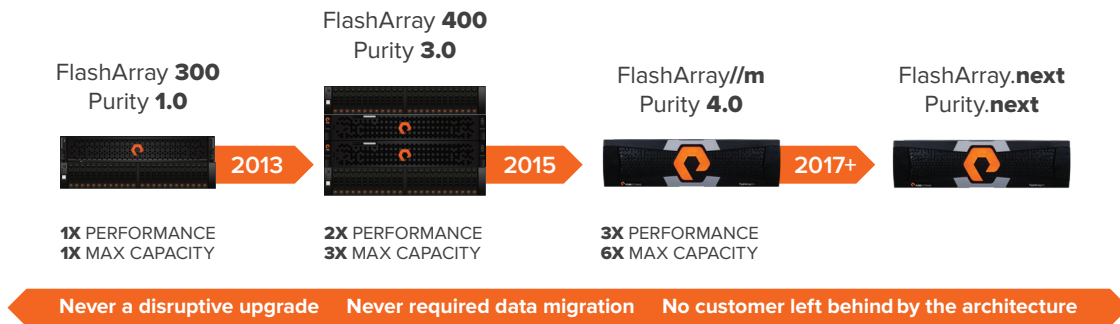
Manage capacity growth. Consolidate the data on older external shelves into new, expanded, and denser capacity either in another external shelf or in the FlashArray chassis. Return old storage shelves and **receive a credit for the TBs you already own.****

* Right-Size Guarantee is a written signed guarantee, specific to the customer's workloads.

** Subject to basic program terms. Ask for a copy. Pricing for upgrade bundles available upon request.

BENEFITS AT EVERY STAGE OF THE EVERGREEN™ STORAGE OWNERSHIP LIFECYCLE

Evergreen Storage is there for you every step of the way, whether you're acquiring storage, running your system or upgrading and expanding.



ACQUIRE YOUR STORAGE

Purchase with confidence.

- **Love Your Storage Guarantee:** if you aren't happy, get a full refund for 30 days
- **Right-Size Guarantee:** get the effective capacity you need and benefit from 2X better data reduction, without risk
- **All software included:** expand capacity without licensing complexity

RUN YOUR STORAGE

Keep your array running. Period.

- **Forever Maintenance:** protection from all hardware and software failures, including flash wear
- **Flat and Fair:** maintenance rates stay flat and won't go up but could come down

UPGRADE YOUR STORAGE

Scale quickly and easily.

- **Free Every Three:** get upgraded controllers with each 3-year maintenance and support renewal
- **Upgrade Flex:** upgrade your array with qualifying capacity pack and get trade-in credit towards upgraded controllers. Accelerates your Free Every Three
- **Capacity Consolidation:** keep media modern and dense as you expand and get trade-in credit

INDUSTRY LEADING CUSTOMER SERVICE AND ROI

STREAMLINED CUSTOMER EXPERIENCE

Evergreen Storage evolves with changing requirements, all backed by a customer satisfaction rating **5X the industry average**.

- The architecture is unique and defined by software that is modular, stateless, scalable, field serviceable and field upgradable
- Components can be independently upgraded and even mixed and matched, all online and non-disruptively, allowing customers to regularly leverage industry innovation in CPU and flash
- Upgrade controllers to increase performance or maximum capacity
- Add or upgrade capacity for more scale and density to handle exploding data growth
- Upgrade software and connectivity to gain powerful new features

MAXIMIZE YOUR ROI

Evergreen Storage can earn back a flash storage investment in a matter of months. Forrester's Total Economic Impact (TEI) study found that St Luke's, a Pure customer and a major health care provider in Duluth, Minnesota, achieved an astounding 234% ROI over a short three month period by implementing FlashArray storage solutions for virtual desktop infrastructure (VDI) environments.

"The total cost calculation convinced us. Thanks to the Evergreen Storage model, Pure Storage arrays represented a long-term investment which finally enabled us to free ourselves from the customary reinvestment cycle for storage that recurred every couple of years. With Evergreen, the latest technology and top performance are always available to us."

-Alexander Ietan, IT Infrastructure Coordinator, Kremsmüller Group



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