

SOLUTION BRIEF

Financing Solutions for Smart Asset Management

Get flexible funding solutions to accelerate STaaS transformation and meet sustainability goals.

Pure Storage's Financing Solutions for Smart Asset Management supports the circular economy (ie, one that prioritizes reuse over disposal) by helping customers accelerate their transition to storage as-a-service (STaaS) and reuse products in a sustainable way. It starts with the Evergreen architecture, which is built to be upgraded non-disruptively, breaking the painful legacy storage process of buy, replace, repeat. The Evergreen architecture is the foundation of our Evergreen subscription portfolio, which ranges from full STaaS to traditional purchase. The subscription and asset lifecycle management is available in the AIOps management platform, Pure1, also providing customers with visibility into their environmental impact. Combined with financing solutions, organizations can align their IT, financial, and business strategies with the best business model, no matter where they are on their storage journey, while achieving sustainability goals.

The subscription portfolio includes:

Evergreen//One

SLA-driven storage service for customers that want cloud operations and cloud economics for their on-premises or hybrid data centers.

Evergreen//Flex

Own and control the hardware, but with the flexibility to pay for the subscription based on utilization of purchased capacity.

Evergreen//Forever

Storage ownership combined with a full subscription to software and hardware upgrades and world-class customer experience.

With the Pure Storage Financing Solutions for Smart Asset Management, customers can rapidly accelerate their digital transformation to where they want to be in the future.

Accelerate Transformation

Rapidly migrate to STaaS with cash injections and flexible Evergreen payment solutions.

Upcycle Assets

Sustainably reduce e-waste with trade-in credits, buyback and buyout, and third-party maintenance solutions.

Operate Sustainably

Achieve tangible operational and sustainability goals with the Pure Storage ESG Report.

To help you prepare for the future, Pure Storage can reduce funding challenges with creative financing solutions that extract value out of existing investments, allowing you to:

1. Accelerate Transformation

With Pure Storage Evergreen subscriptions, you can remove equipment acquisition barriers, control data uncertainty, and mitigate risk by rapidly migrating to STaaS with a pay-as-you-go model and these financing solutions:

- Cash Injection - We provide customers with cash upfront and Pure Storage recovers the loan plus cost of money via Evergreen//One billing.
- Buyback of Pure Storage Assets - This is a one-time credit equivalent to residual book value that can be applied to an Evergreen//One contract and spread over the term. It includes in-place upgrade of assets to deliver Evergreen//One SLAs and minimize e-waste.
- Evergreen Payment Solutions - We offer non-standard payment schedules and non-standard deferral of recurring payments for Evergreen//One subscription.

2. Upcycle Assets

Do more with your IT budget by sustainably reducing e-waste, capturing residual value of end-of-life assets, managing multi-generational IT environments, and controlling costs with these financing options:

- Cash Buyout of Legacy Assets - We provide cash upfront for existing investments or offer lease buyout or lease payout transferring ownership of legacy assets to Pure Storage or Pure's partners. Pure will upcycle, refurbish, or salvage components for reuse.
- Competitive Trade-In Credits - Our "Paint IT Orange" program offers customers trade-In credits that are applied to a new Evergreen//One subscription.
- Third-Party Maintenance - We use multiple partners to help you keep your legacy storage working as you transition to Evergreen//One and then decommission your gear for reuse, recycling, and refurbishing.

3. Operate Sustainably

Achieve tangible operational and sustainability goals across your storage environment with the [Pure Storage ESG Report](#) and these financing solutions:

- Evergreen Payment Solutions - For Evergreen//One or Evergreen//Flex contracts, you can have non-standard payment schedules and non-standard deferral of recurring payments.
- Pure Financing Services - Finance non-Evergreen//One components sold by Pure Storage or our partners, including network switches (MDS, Brocade), services, and software licenses (Cohesity).

Our Financing Solutions for Smart Asset Management offers unequalled choice and flexibility in how you purchase and consume storage so you can accelerate your transition to STaaS while meeting sustainability goals.

[Click here](#) to learn more about the Pure Storage Evergreen subscriptions.

purestorage.com

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