



How to Scale, Secure and Protect the Data in OpenShift with **Portworx**

Orçun Budak

Portworx Sales Manager , EMEA Emerging Markets
Pure Storage

Pure Storage Fast Facts



Growth

\$2.75 Billion

FY23 Annual Revenue



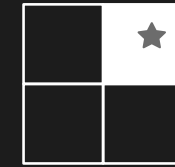
Customers

12,000+

Global Customers



Leadership



Gartner Magic Quadrant

10x leader!

\$1.22 Billion

Q2 FY24 Subscription Annual Recurring Revenue (ARR)

+\$60 Billion TAM

325

New Customers
in Q2 FY24

~59%

Of Fortune
500 companies

81.4 Net Promoter Score
Highest in the industry

Company Milestones

2009

Founded

2011

Pioneer in All-Flash

2012

Introduction of FlashArray™

Late 2012

First International Office Opens in Europe

Mid 2014

Evergreen™ Non-Disruptive Upgrades

Early 2015

Pure1® Cloud-Based Management

Late 2015

IPO (PSTG)

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

\$1B+ in Revenue

2019

Compuverde Acquisition

2020

Pure as-a-Service Celebrates 2 Year Anniversary

2020

Portworx Acquisition

2021

FlashBlade Reaches \$1B in Sales

2022

\$2B+ in Revenue

2022

Launch of Inaugural ESG Report

2022

Launch of FlashBlade//S™

Market Conditions

Developers are continuing to leverage modern app development to drive innovation within their organizations

Container Support

96%

of organizations are using or evaluating containers

Hybrid Cloud Adoption

63%

of organizations are using hybrid cloud today

Modern Virtualization

86%

want to unify containers and VMs on a single platform

Developer Usage

5.6M

developers worldwide are using Kubernetes





**By 2027, more than 90%
of Global 2000 (G2000)
organizations running
containerized applications in hybrid
deployments will be leveraging
container management tooling,
which is a significant increase
from fewer than 20% in 2023.**

Source: Gartner article Published
13 July 2023 - ID G00791913

As container adoption grows, ROI soon follows

63%	Improved flexibility for IT infrastructure	
53%	Overall IT cost savings	
52%	Increased speed/productivity for developers launching code	
40%	Greater responsiveness to business needs	
38%	More ROI from the cloud	

How does it manage the *data*?

Kubernetes was not architected for stateful workloads

Kubernetes solves the application orchestration problem

Persistent,
Highly Available Storage

Container Granular
Volume Provisioning

Business Continuity &
Disaster Recovery

Data Encryption &
Security

Backup and
Recovery

Automated Storage
Monitoring & Management

Without storage and data, any modern platform is **incomplete**



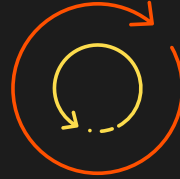
This limits adoption and value

Portworx solves these challenges, driving tangible business outcomes for **OpenShift customers**



Developer Self-Service

Portworx accelerates **developer velocity by 3X** with a self-service platform that allows developers to bring storage, data services, and modern DBs into any VM or container app



Application Reliability

Portworx offers built-in HA coupled with flexible BCDR policies ranging from **Zero Data Loss** with sync DR for Tier 1 apps to **<15 minute RPO** async DR and snapshots for lower tier apps



High Performance Storage

Portworx provides high performance, scalable storage with built-in automation. This highly efficient storage has a smaller resource footprint **reducing operational costs by up to 60%**



Hybrid Cloud Management

Portworx delivers storage and data management across on-prem, cloud, or hybrid. This **reduces vendor lock-in** and enables enterprises to **build apps once and run them anywhere**



portworx[®]

by Pure Storage[®]

The #1 Kubernetes Data Platform on Red Hat OpenShift

Millions

Apps (pods) running
in production

>1 Billion

Lifetime Cloud
Costs Saved

10

Kubernetes
Services Supported

11

Data Services
Supported

77

Patents
Pending

350+

Global 2K
Customers

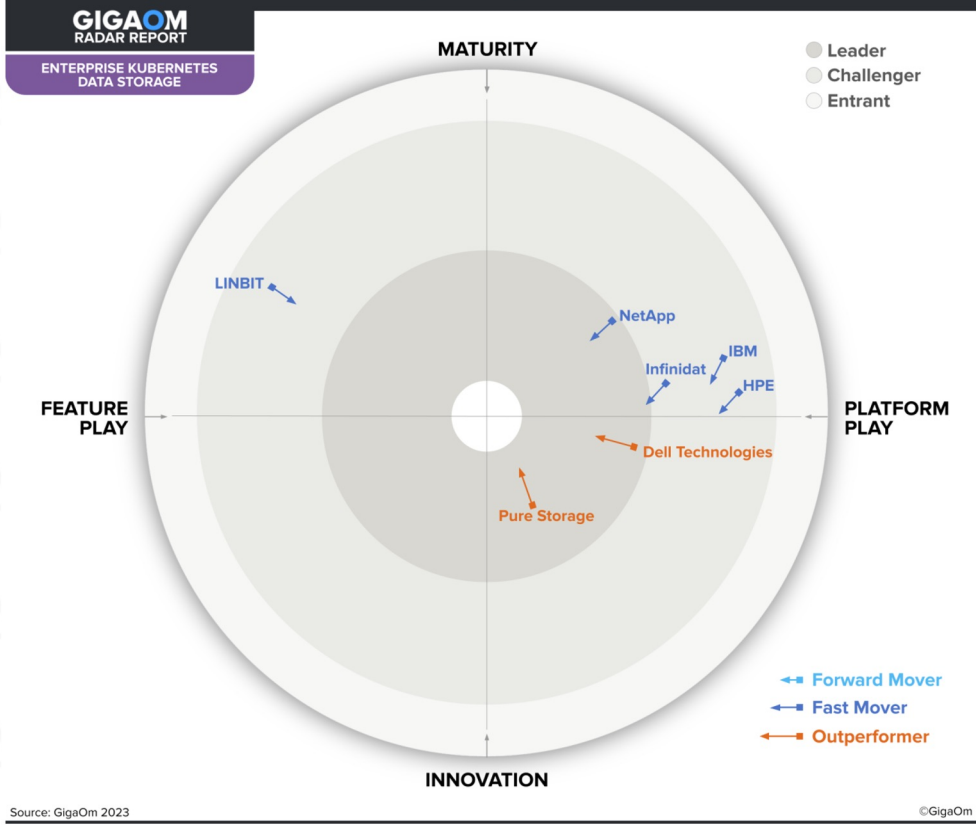
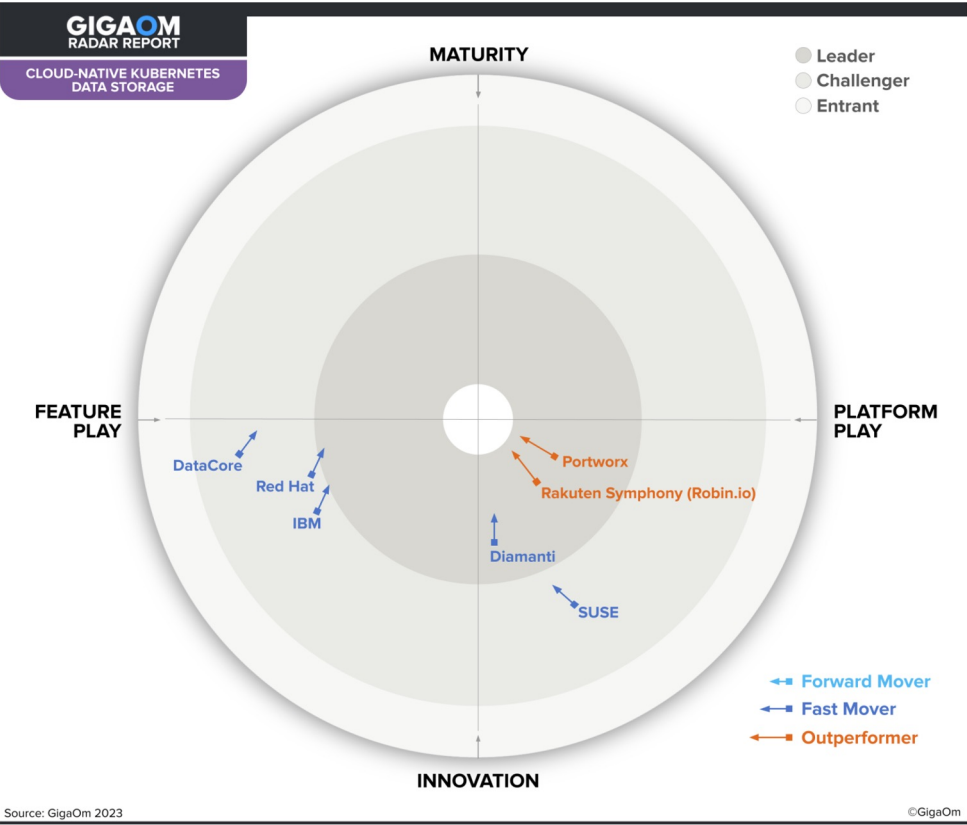
#1 in Kubernetes Storage for 4 years in a row



#1 in Cloud Native Kubernetes Data Storage



#1 in Enterprise Kubernetes Data Storage



GigaOm Radar for Cloud-Native Kubernetes Data Storage, 2023



GigaOm Radar for Enterprise Kubernetes Data Storage, 2023

Portworx is the Most Widely Used Data Platform for Deploying Cloud Native



Top Service Providers

Largest FSIs

Large Retailers

Top Healthcare or Pharma

Biggest Auto-makers

Top Industrial

Top Technology Companies



Storage Automation for Kubernetes

Run Kubernetes in Production with On-Demand Access to ANY Storage, Unmatched Availability & Elastic Scalability

Any Kubernetes Service

Amazon EKS | Red Hat OpenShift | Azure AKS | Google GKE | IBM IKS | VMware Tanzu | Oracle K8s | Rancher | Vanilla K8s

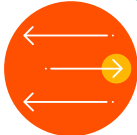





Kubernetes Data Management Platform

Hybrid & Multi-cloud Ready

On-prem | Hybrid Cloud | Public Cloud | Edge

Portworx Enterprise

-  Developer-ready Storage
-  High Availability and Performance
-  Enterprise Business Continuity with DR
-  Thinly Provisioned K8s Storage



Business Continuity for Cloud-native Apps

Protect Apps Anywhere with a Fast, Easy, Fault-tolerant and Secure Kubernetes Data Protection Platform

Any Kubernetes Service

Amazon EKS | RedHat OpenShift | Azure AKS | Google GKE |
IBM IKS | VMware Tanzu | Oracle K8s | Rancher | Vanilla K8s



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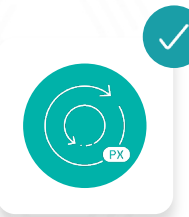


Kubernetes Data
Protection Platform

Hybrid & Multi-cloud Ready

On-prem | Hybrid Cloud | Public Cloud | Edge

Portworx Backup & Disaster Recovery



Self-service Backup
in a Few Clicks



Recover & Migrate
Anywhere in Minutes



Sleep Sound with
Ransomware Protection



Ensure Enterprise
Business Continuity



One Platform To Run Any Database

Ship in Minutes with a Consistent Developer Experience
Anywhere Using a One-Click DBPaaS For All Data Services

Any Data Service

Kafka | Cassandra | MongoDB | Postgres | Elastic | MySQL |
Couchbase | Consul | Redis | RabbitMQ | Zookeeper | More coming...



portworx
data services

Cloud-native Database-Platform-
as-a-Service

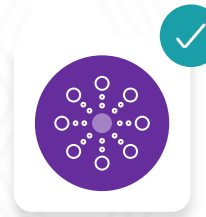
Hybrid & Multi-cloud Ready

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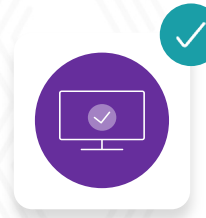
Portworx Data Services



Deploy ANY Database from
the Broadest Catalog



Operate ALL Databases
using a SINGLE Pane of Glass



Manage ONE Database
Platform for 24*7 Support



Adopt a Cloud-native Platform
to Avoid Any Lock-ins



Portworx accelerates four key uses cases across on-prem, cloud, and hybrid OpenShift environments



Platform-as-a-Service

Multi-tenant platform that provides development teams with everything they need to build, run, and manage apps across any environment



Database-as-a-Service

Consistent platform that enables developers to access, deploy, and operate any database on one multi-cloud ready platform



Modern Virtualization

A modern platform for running VMs and containers side-by-side, simplifying operations and supporting modern app development practices



Data & Generative AI

Self-service development environment that supports the entire ML lifecycle with rapid access to the tools required to build and deploy data & ML models

High Performance Storage & Business Continuity

Portworx provides the enterprise-grade, high performance storage, reliability, and database management required to deliver Platform-as-a-Service on top of OpenShift



Consistent Experience

Support PaaS across any on-premises, cloud, or hybrid environment with simplified data and app migration between OpenShift clusters



High Performance Storage

Stable, highly performant storage that provides high throughput, low latency foundation for data-intensive applications



Business Continuity

Synchronous and asynchronous Disaster Recovery for VMs running on OpenShift, providing up to zero data loss

Portworx + Red Hat: Modern Virtualization

Portworx provides the enterprise-grade storage and data services required for modern virtualization



Lower Cost

Reduce platform and infrastructure costs in a typical environment by >\$1M while maintaining long term platform flexibility



Operational Efficiency

A single, common storage and data layer for managing storage and data for any VM or container application running on OpenShift



Comprehensive BCDR Support

Synchronous and asynchronous Disaster Recovery for VMs running on OpenShift Virtualization, providing up to zero data loss

Run Mission-Critical Applications at Scale

With Portworx & RedHat OpenShift

#1 Kubernetes Data Platform



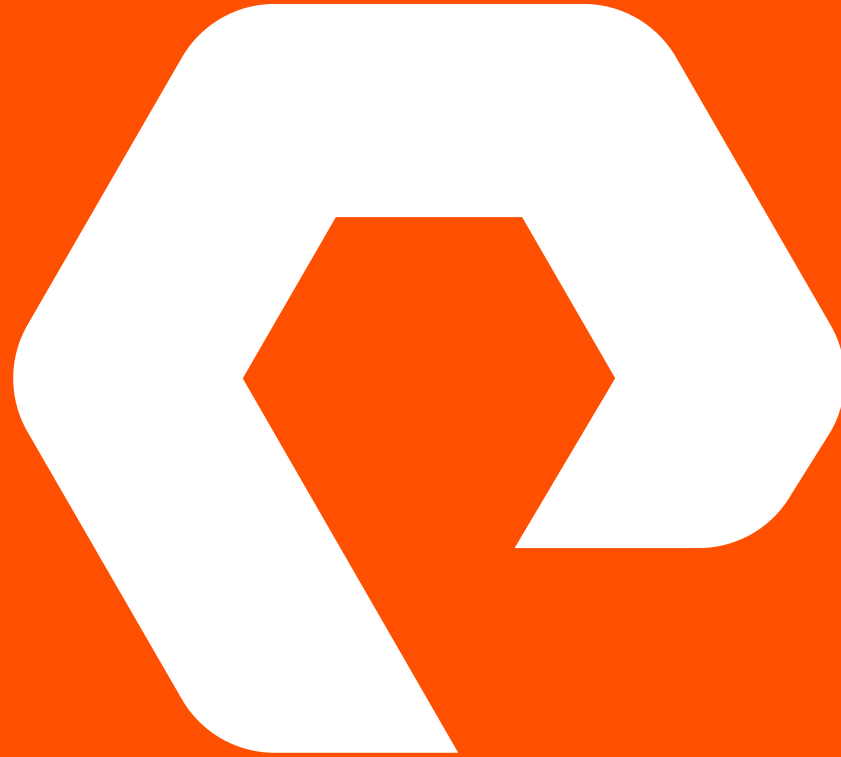
Leader in Kubernetes Distribution



Together, Portworx and Red Hat OpenShift help enterprises operate, scale and secure Kubernetes and application databases anywhere with just a few clicks.

Let's schedule your
**Container Journey
Workshop**





Uncomplicate Data Storage, Forever