CLINICALLY EFFICIENT!

Simplifying virtual infrastructures across the healthcare datacenter with all flash storage from **Pure Storage** and **Citrix**

Storage becomes a competitive advantage in reducing cost and complexity

IT Infrastructure Management within healthcare is now a key part of the overall strategy in enhancing care. This includes improving patient and clinician experience while also enabling healthcare providers with the agility to look towards network-based care initiatives.

Virtual Desktop Infrastructure in healthcare institutions is designed to improve productivity and equip care providers with important applications across devices. Also, with mission-critical EHR (Electronic Health Records) becoming the norm and integral to healthcare IT, clinicians rely on this data to make decisions and perform everything from routine to life-saving procedures.

Pure Storage helps address the larger question of integrated care by offering VDI solutions that directly impact the quality of patient care with all-flash storage. This enables healthcare institutions to build on their expertise rather than direct critical resources and time on IT complexity and performance.

Pure Storage for Healthcare

Unmatched performance with all-flash virtual desktop experience

Can a disk keep pace with the performance requirements of a **XenDesktop** deployment?
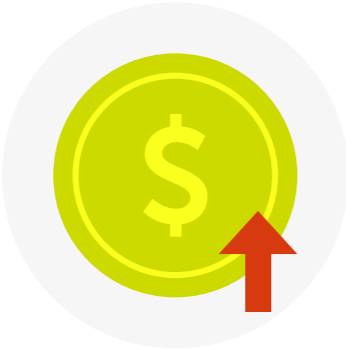
High Cost
In VDI deployments, storage is the most expensive

Poor Performance
Slow IO causes access issues for users

Stunted Scalability
Increased server footprint for disk hampers VDI scalability

Pure Storage for Healthcare

Pure Storage — The best desktop experience for Citrix XenDesktop

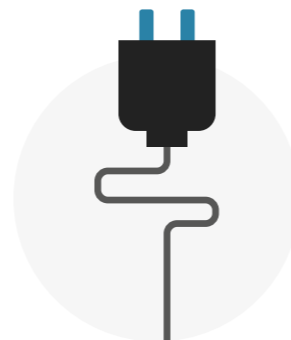Delivers a better end-user experience

All-flash VDI at or below the cost of slow spinning disk arrays
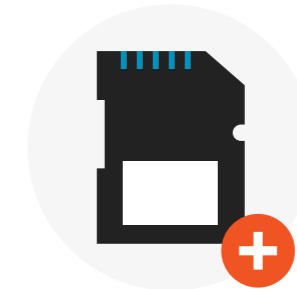
High availability, stable performance, and non-disruptive operations

Simple to install, configure and manage

Uses less power, cooling, and data center footprint

Predictable costs and ability to easily scale out to support additional users

CITRIX® Ready

PURESTORAGE®

Pure Storage for Healthcare

Case Study 1 — Bend Memorial Clinic

Challenge

Inconsistent legacy storage system performance caused frequent slowdowns in app response time

Frequent lags in VDI storage performance impacted patient satisfaction and clinician productivity

High IOPS performance requirements for new EHR apps out-paced the existing infrastructure

CITRIX

Solution

Citrix XenDesktop
Pure Storage FlashArray

PURESTORAGE®

Result

Reduced virtual machine log-in times from 1.5 min to secs
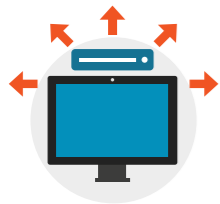
Better performance adds mobility and keeps providers productive

Predictable cost and performance make VDI available to more users

CITRIX® Ready

PURESTORAGE®

Pure Storage for Healthcare

Case Study 2 — Medical Center Health System

Challenge

Need to support an expanding virtual desktop and app environment

Legacy disk-based SAN cost and performance limitations

Required a system that could support a disaster recovery plan

CITRIX

Solution

Citrix XenDesktop & XenApp
Pure Storage FlashArray

PURESTORAGE®

Result

System access time improved from 54 sec to 9 secs

Dramatically simplified storage management

Achieved 8:1 data reduction enabling more patient data to be stored without need to purchase additional capacity

CITRIX® **Ready**

PURESTORAGE®

Pure Storage for Healthcare

Case Study 3 — OB/GYN of Indiana

Challenge

Storage infrastructure was running out of capacity and impacting performance

High Latency (10-30ms)

No Budget for 3rd IT Staff

CITRIX

Solution

Citrix XenApp 6.5

Pure Storage FlashArray//m20

PURESTORAGE®

Result

Practice website is more responsive

EHR performance improvement reduce physician delays

Frequent reports like PQRS (Physician Quality Reporting System) run faster

CITRIX® Ready

PURESTORAGE®

Pure Storage for Healthcare

Pure Storage helps real-world healthcare organizations reduce the costs and complexity of VDI

Increased profit and productivity

✓ **234% ROI** over 3 years

✓ **3 month** payback

✓ **$1.M increase** provider productivity

Scalable at sub-ms latency

$50M in productivity gains

Total Economic Impact™ (TEI) study 2014 by Forrester Consulting Group

CITRIX® Ready

PURESTORAGE®

Pure Storage for Healthcare

Pure Storage and Citrix — Healthcare Impact

**10-30ms
to
1ms or less**

234% ROI

**8x Faster
8:1 Data
Reduction**

OB/GYN of Indiana
reduced latencies from
10-30ms to 1ms or less

St Luke's experienced a
234% ROI with 3-month
pay-back period

Medical Care Health System
achieved 8x faster system access
time and 8:1 data reduction

Better performance --
more patients seen
per day

Radically lower
complexity and
datacenter footprint

Non-disruptive
upgrades delivered
with 99.9999%
availability

CITRIX **Ready**

PURESTORAGE®

Pure Storage for Healthcare

Citrix and Healthcare

CITRIX

100% Top 10 U.S. Providers & Top 10 U.S. News Honor Roll Hospitals

Relied Upon By Over 4M Clinicians

82 of 100 of Becker's "Great Hospitals in America"

+10,000 Seat Deployments

88% Of Epic Hyperspace

>250K Cerner Millennium Users

CITRIX Ready

PURESTORAGE®

Pure Storage for Healthcare

3,000+ Customers in 4 Years

FORTUNE 500

100+

TOP 20 SAAS

#7

25%

● SaaS   ● CONSUMER CLOUD   ● IaaS
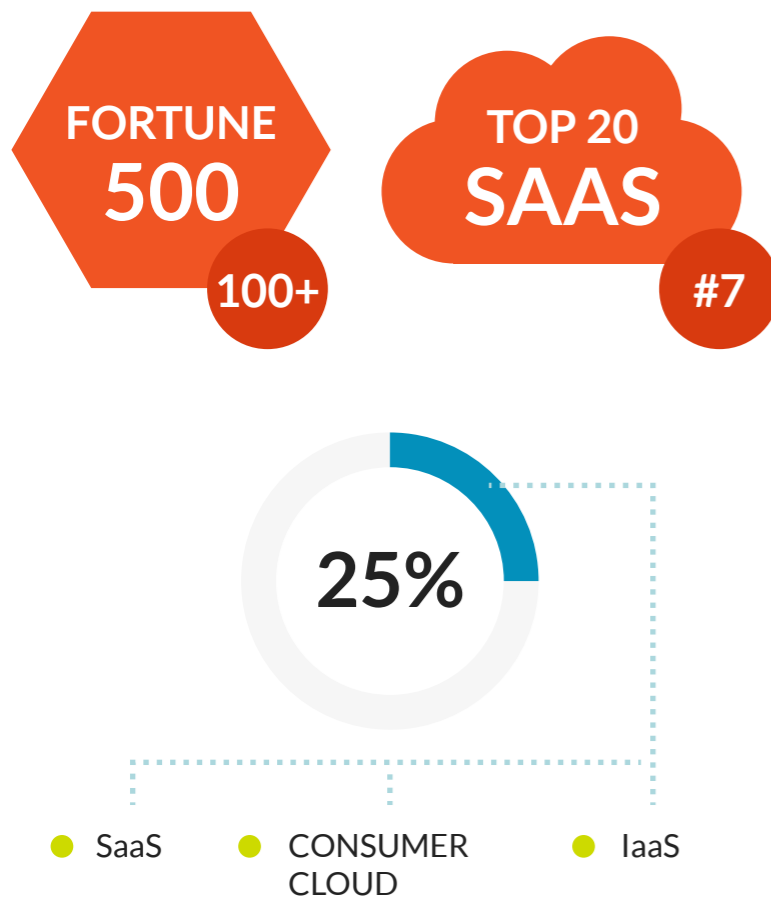
Based on Satmetrix B2B benchmarks

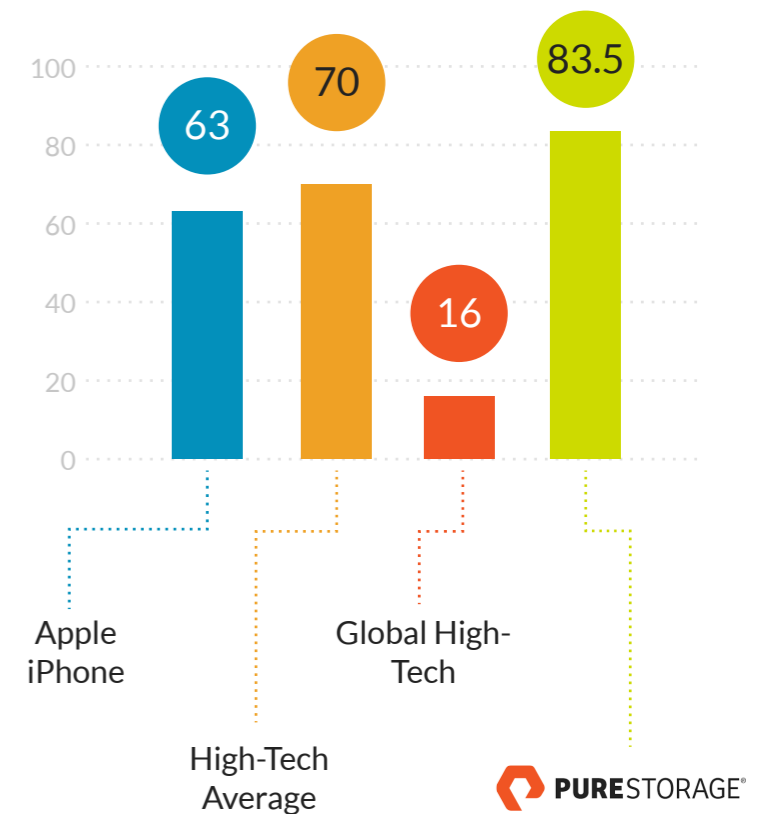## Magic Quadrant Leader

Pure is a leader in the Gartner Magic Quadrant for Solid-State Arrays three years in a row

PURESTORAGE

2016

PURESTORAGE

2014

PURESTORAGE

2015

#1 Recommended High Tech Product

- 63 — Apple iPhone
- 70 — High-Tech Average
- 16 — Global High-Tech
- 83.5 — PURESTORAGE

CITRIX Ready

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WORK BETTER. LIVE BETTER.

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CITRIX® **Ready**

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