



**Impact  
& Value  
Driven by  
Customers**



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Customers who choose Portworx are looking for a cloud-native data management platform that provides persistent storage, data protection, and DBPaaS capabilities for Kubernetes and container-based ecosystems across multiple platforms, data services, and cloud environments. Portworx customers are leading the world to a different kind of future where applications and hybrid clouds make us all more innovative, agile, and connected to each other.

This customer summary respects the fact that many Portworx customers want to remain private because of the competitive advantages afforded to them by application modernization and future-proofing their application environments with Portworx. For any questions about Portworx or to speak with the Portworx Cloud Native Team, [please visit us here.](#)

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## Healthcare Industry

This multinational company is known for creating life-changing products in diagnostics, medical devices, nutrition, and branded generic pharmaceuticals

### Developing modern applications on a multi-cloud, containerized platform with Portworx

This customer began migrating all new application development to a containerized platform in order to provide its developers with a flexible, self-service experience while avoiding technical debt. With a cloud-native, container first approach, Portworx serves as their data management platform, designed for governance in a multi-cloud environment. This customer was able to adhere to consistent design principles across multiple applications.

Portworx was chosen in this environment so the customer could achieve its performance goals for all databases and stateful applications with the added benefits of resilience and cost optimization across multiple cloud platforms. With Portworx, this customer is now able to offer database as a service (DBaaS) while meeting data sovereignty requirements. As a result, this customer has been able to reduce their need for costly Virtual Machine (VM) licenses



Portworx offers this customer flexibility across multiple cloud platforms which has allowed this customer to offer Database-as-a-Service, while meeting global data sovereignty requirements.

**200%**  
improvement

in developer  
productivity

**Weeks  
to Days** reduction in app  
development time






America's largest healthcare recruitment and staffing company, providing more than 30% of the medical staff in the United States

## Scaling with Portworx to offer innovative applications, improving patient experiences

CHG delivers staffing to hospitals all across the United States, using an intricate digital portal to match provider need with availability. CHG needed a powerful development environment in which developers could rapidly code, test, and deploy new apps to the portal. CHG built its portal on Kubernetes on AWS, and it needed a dynamic storage layer that was just as flexible as Kubernetes.

CHG uses Portworx as their storage platform in its development environment to accelerate and streamline the application development life cycle. Portworx allows CHG developers to spin up new clusters and migrate to a secure environment at lightning speed.. CHG now gets the most possible flexibility from its Kubernetes storage platform.

A background image on the right side of the slide showing a medical setting. It includes a stethoscope, two white pill bottles, a person's hand in a white lab coat, and a clipboard with a blue pen. An orange semi-transparent box is overlaid on the right side of the image.

With Portworx, CHG is able to optimize and automate its Kubernetes storage management and speed up its development cycle, helping the engineering team hit delivery targets for new software apps more easily.


**\$60K** in data  
annual savings streaming &  
management

**Speeds  
Up** software  
development  
cycle

## **Portworx empowers this well-known investment group to scale with containers and zero downtime.**

This customer wanted to transition away from OpenShift on VMware to OpenShift on bare metal in order to massively optimize application development and production costs. This transition was only possible with Portworx as their standard data management and disaster recovery platform to migrate vast, data-rich applications to the new OpenShift Container Platform.

Portworx, along with Pure FlashArray, enables this customer to scale capacity and performance without downtime by leveraging FlashArray's best-in-class data reduction along with thin provisioning and volume placement, available only from Portworx. The customer's rollout has begun with its Quay registry, Redis apps, and soon will include its Postgres-based data warehouse.

A person wearing a dark pinstripe suit and a headset is interacting with a kiosk. The kiosk has a screen displaying a colorful interface with a hand icon and several buttons. The person's hand is visible, touching one of the buttons. The background is slightly blurred, showing what appears to be a retail or service environment.

**“We rely on Portworx for intelligent, just-in-time storage provisioning, and have been able to stop maintaining unused storage capacity. We use Pure FlashArray and Portworx for best-in-industry storage automation and cost optimization.”**

**\$1.5M** savings over  
VMware

**60%** storage savings  
with data reduction

## Financial Services Industry

A leading global investment bank and financial services company, advising clients on all aspects of finance, across the globe and around the clock

### Making developers for global financial and payment apps highly agile

This customer had tried moving a handful of monolithic apps to the Openshift platform using an open source Kubernetes platform and quickly realized they required better performance and lower RPO for their mission-critical "Tier-0" apps. They turned to Portworx with the goal of providing highly available and secure financial services applications so its users would experience easier payment transactions across the world.

This customer completed work to modernize critical applications and trusted Portworx for fast, secure data migration to the Openshift platform. With Portworx, this customer is now able to automate storage, container, and database management while improving developer agility. This customer relies on Portworx for simple and secure data management and migrations seamless across their multi-tenant environment.

Portworx enables fast, secure migration between clusters with one click, cutting TTM and maintaining enterprise-grade availability for the customer's cutting-edge financial apps.

**Zero** RPO in the event  
of cluster failure

**3x greater  
productivity**

For 1,000s of  
developers



## Modernizing credit card applications on Kubernetes

This customer intended to offer faster credit card payments on the OpenShift platform. To achieve this they needed to focus on reducing data loss and downtime from outages, which could cost millions and erode customer loyalty. But traditional methods for securing and protecting sensitive application data were not viable for the new containerized applications on the OpenShift platform.

This customer chose Portworx to drive its containerization transformation with minimal overhead. Portworx protects their Kubernetes data at scale with a single click. Backup and restore of this customers' payment app and its data are now faster and simpler than ever before. Portworx reduces the time this customer needs for routine backup of Kubernetes applications from hours and days to minutes.



**"Portworx helps us deliver faster and better user experiences on the Red Hat OpenShift platform. With Portworx, we are ensuring near-zero data loss and downtime through secure backup and restoration capabilities."**

**Near  
Zero**

**data loss and  
downtime**

**90%**

**Less time needed to  
backup sensitive  
payment data**



Largest American multinational telecommunications company offering broadcasting, cable TV, telephone, and internet services globally to residential and commercial customers

## Delivering faster and better voice, data, and digital TV

Comcast faced subpar performance, high latency, and a high failure rate with more than 50 million on-demand subscribers' need for consistent, high-quality content. The need for quick reads and writes of big data streams and understanding usage patterns to improve customer experiences became critical for this customer to stay ahead of competitors.

Comcast now uses Portworx to aggregate end-user touch point data, then uses the resulting analytics to generate and respond to business changing performance insights, significantly improving customer experience across business units. Comcast also uses Portworx for a purpose-built private cloud for stateful applications, which greatly improves developer experience with cable TV and DVR video infrastructure.

**"When our customers watch on-demand content, we need to ensure that content is available and ready to play when they are ready to watch it. Portworx has supported us to achieve that level of I/O performance with confidence and a near-zero failure rate."**

Comcast Sr. Principal Engineer

**One  
Million+  
IOPS**

**increase in  
underlying  
NVMe  
performance**

**Near  
Zero**

**Application  
failure rate for  
excellent user  
experiences**





## Automotive Industry

An American multinational automotive, AI, and clean energy company, which was first to market with mass-produced electric vehicles.

### Making vehicle software apps more reliable and efficient with Kubernetes

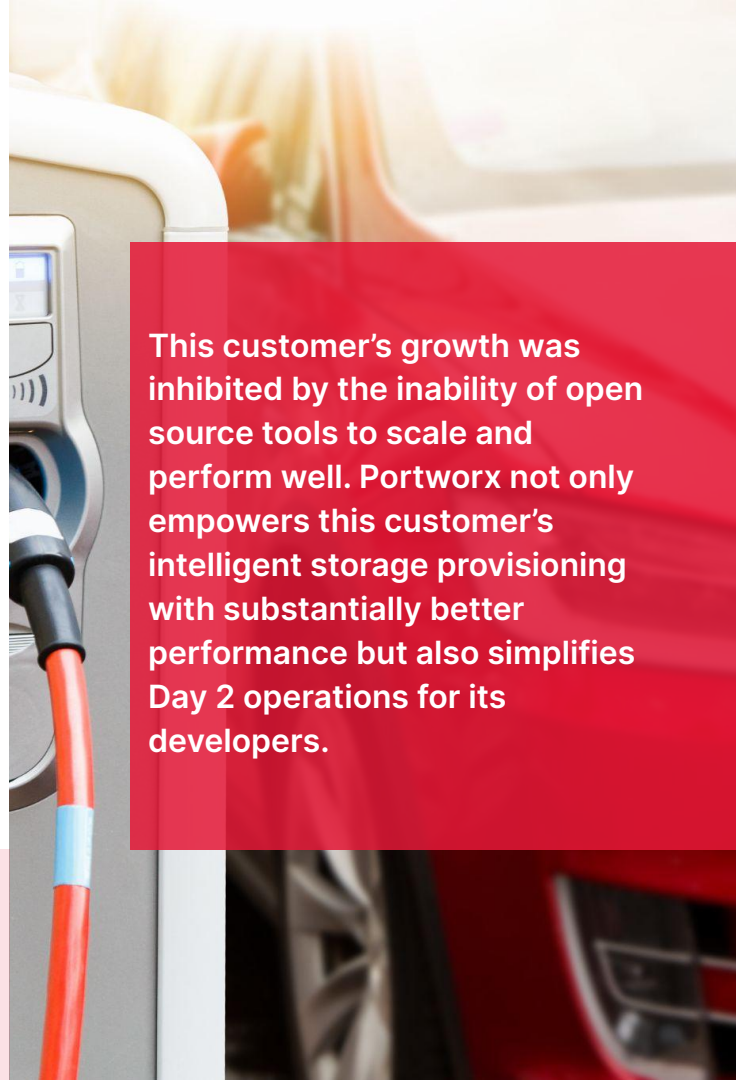
The customer had grown their Kubernetes footprint from a few small clusters to more than three thousand nodes in three years. Today, thousands of developers collaborate across twenty datacenters to iterate on market leading applications, including autopilot software. Because of Portworx, databases can now be deployed in minutes instead of weeks, significantly improving morale and productivity.

Instead of creating their own DBaaS, this customer chose Portworx to simplify Day 2 operations for operating databases on their Kubernetes platform. The single-pane ease of use and automation capabilities offered by Portworx have proven superior to open-source storage and orchestration tools. Because applications can now be more efficiently deployed and managed, this customer can stay ahead of its competitors.

This customer's growth was inhibited by the inability of open source tools to scale and perform well. Portworx not only empowers this customer's intelligent storage provisioning with substantially better performance but also simplifies Day 2 operations for its developers.

## From Weeks to Minutes

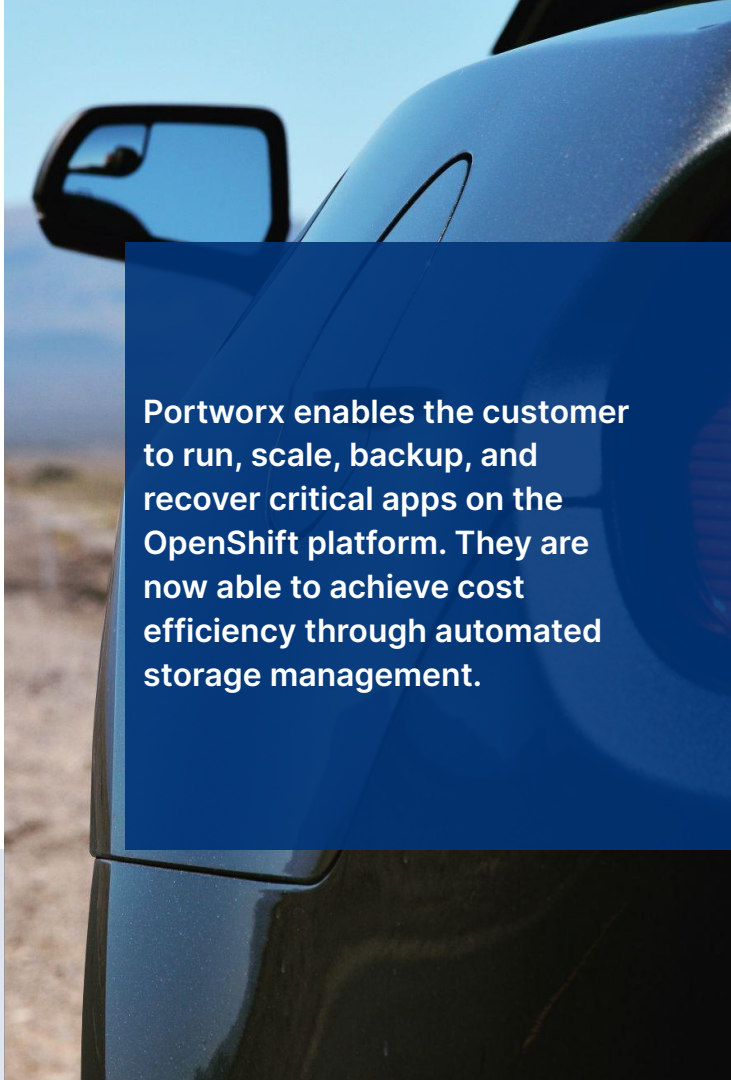
increase in developer productivity,  
resulting in improved app availability



## **Morphing cars into the ultimate consumer gadget with digital transformation, using Kubernetes and Portworx**

This customer, a recognizable household name, needed a solution to manage thousands of stateful apps, migrating their data applications to Red Hat OpenShift and away from a monolithic architecture. Because “traditional approaches won’t solve today’s business challenges,” they were looking for a persistent storage and data management strategy. This customer is exploring new ways to innovate with reliable access to data.

This customer uses Portworx to manage OpenShift platform-based cloud-native app storage. With Portworx, this customer has applied the benefits of cloud-native modernization to its legacy applications. Intelligent provisioning and automated data management allow this customer to deliver data services faster and with greater scale, while experiencing substantial cost savings through greater storage efficiency.



**Portworx enables the customer to run, scale, backup, and recover critical apps on the OpenShift platform. They are now able to achieve cost efficiency through automated storage management.**

**Fast &  
Reliable**

**container storage forms the  
key pillars of this customer's environment ,  
eliminating barriers to innovation**

