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Pure Storage FAAA_004 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Qualify, Sell, and Architect: This section of the exam assesses the skills of Technical Sales Engineers and covers identifying solutions based on customer requirements, sizing solutions based on customer needs using tools like Pure FlashArray Sizer, identifying market trends and opportunities (e.g., Ransomware and Portworx Solution Centers), demonstrating an understanding of FlashArray use cases, and demonstrating an understanding of unified storage on FlashArray37. A key skill measured is "identifying solutions based on customer requirements."
Topic 2	<ul style="list-style-type: none">• Array Monitoring and Architecture: This section measures the skills of Storage Architects and covers explaining FlashArray's high availability architecture, defining FlashArray features (e.g., ActiveCluster, ActiveDR), explaining data reduction methods, identifying components of FlashArrays, and analyzing performance metrics and capacity usage using Pure1 Manage3. A crucial skill evaluated is "analyzing performance metrics".

Topic 3	<ul style="list-style-type: none"> Subscriptions and DX: This section evaluates the competencies of Account Managers regarding Pure Storage's subscription services and digital experience. It focuses on identifying the benefits of Pure's Evergreen program (Evergreen • One, • Forever, • Flex) and Love Your Storage Guarantee, as well as determining future capacity, performance, and upgrade requirements through workload and hardware simulations.
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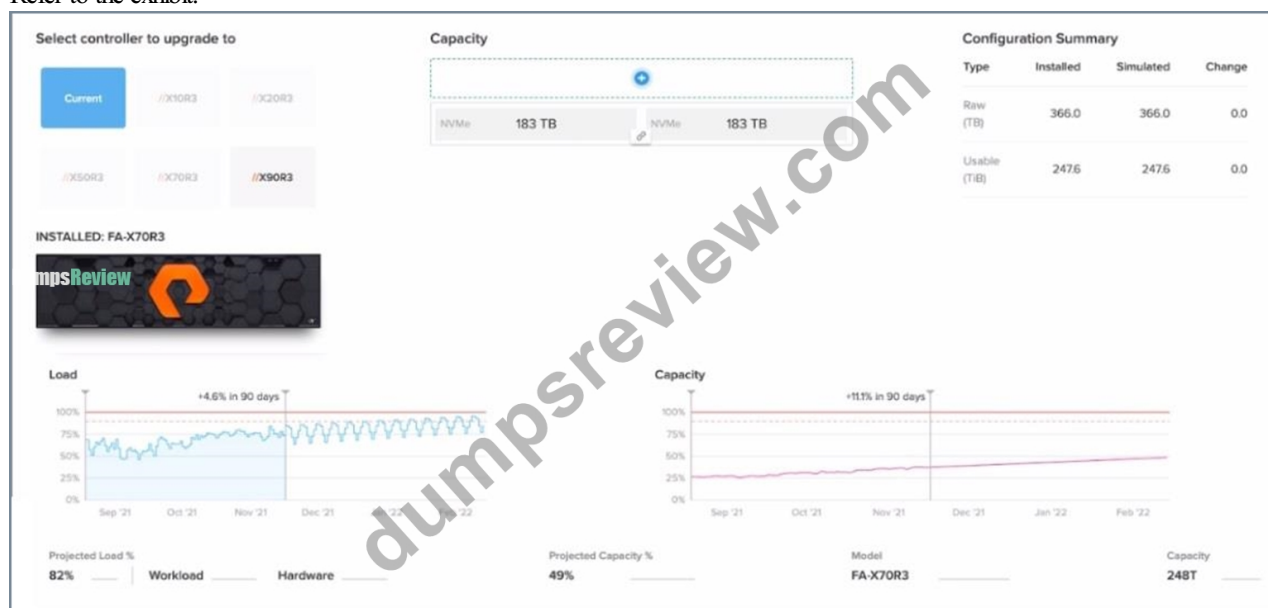
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Pure Storage FlashArray Architect Associate Sample Questions (Q29-Q34):

NEW QUESTION # 29

Refer to the exhibit.



A customer is assessing the health of their FlashArray.

What should the customer discuss with their SE based on this information?

- A. Adding a second shelf of NVMe DirectFlash modules
- B. Upgrading the controller to the //X90R3 model
- C. Adding more network ports

Answer: A

Explanation:

Based on the exhibit (referenced via the link), the customer should discuss adding a second shelf of NVMe DirectFlash modules with their SE. This recommendation is based on the assumption that the exhibit indicates the array is nearing its capacity limits or requires additional storage to accommodate future growth.

Why This Matters:

Capacity Planning:

FlashArray uses DirectFlash Modules to provide high-performance, low-latency storage. If the array is approaching its physical capacity, adding a second shelf of NVMe modules is the most effective way to expand storage without requiring a full hardware upgrade.

This approach ensures the array can continue to meet the customer's growing storage needs while maintaining performance and reliability.

Scalability:

Pure Storage arrays are designed to scale seamlessly by adding expansion shelves. This allows customers to increase capacity without disrupting operations or replacing existing hardware.

Why Not the Other Options?

A . Upgrading the controller to the //X90R3 model:

Upgrading the controller is only necessary if the current controller is nearing its performance limits. The exhibit does not indicate performance bottlenecks, so this step is likely unnecessary.

C . Adding more network ports:

Adding network ports is relevant for improving connectivity or bandwidth but does not address capacity concerns. If the array is running out of storage space, adding network ports will not resolve the issue.

Key Points:

Capacity Expansion: Adding a second shelf of NVMe modules provides additional storage capacity to support future growth.

Non-Disruptive Scaling: Expansion shelves can be added without downtime, ensuring continuous availability.

Cost Efficiency: Avoids unnecessary upgrades or replacements, optimizing costs while meeting capacity requirements.

Reference:

Pure Storage FlashArray Documentation: "Expanding FlashArray Capacity with DirectFlash Modules" Pure Storage Whitepaper: "Scaling Storage with FlashArray Expansion Shelves" Pure Storage Knowledge Base: "Best Practices for Capacity Planning and Expansion"

NEW QUESTION # 30

Pure Storage's Right-Size Guarantee protects the customer for how long?

- A. Until the Evergreen subscription expires
- **B. 12 months starting from the date of arrival**
- C. 6 months starting from the date of arrival
- D. 30 days starting from the date of arrival

Answer: B

Explanation:

Pure Storage's Right-Size Guarantee protects the customer for 12 months starting from the date of arrival . This guarantee ensures that if the customer's storage needs grow beyond their initial purchase, they can upgrade to larger capacity shelves or arrays without overpaying for the additional capacity.

Why This Matters:

The 12-month protection period gives customers ample time to assess their storage requirements and make adjustments as needed. This flexibility is particularly valuable for organizations with dynamic or unpredictable growth patterns.

By protecting the customer for a full year, Pure Storage ensures that they can scale their storage infrastructure efficiently without incurring unnecessary costs.

Why Not the Other Options?

A . 30 days starting from the date of arrival:

A 30-day protection period would be insufficient for most customers to evaluate their storage needs and make informed decisions about upgrades.

B . 6 months starting from the date of arrival:

While 6 months is longer than 30 days, it is still shorter than the standard 12-month protection period offered by Pure Storage.

D . Until the Evergreen subscription expires:

The Right-Size Guarantee is not tied to the duration of the Evergreen subscription. It is specifically valid for 12 months from the date of arrival.

Key Points:

12-Month Protection: Provides customers with a full year to assess their storage needs and leverage the Right-Size Guarantee.

Scalability: Ensures customers can upgrade their storage infrastructure cost-effectively as their needs evolve.

Customer-Centric Approach: Reflects Pure Storage's commitment to delivering flexible and future-proof solutions.

Reference:

Pure Storage Evergreen/Forever Documentation: "Right-Size Guarantee Terms and Conditions" Pure Storage Whitepaper: "Maximizing Value with Evergreen Subscriptions" Pure Storage Knowledge Base: "Understanding the Right-Size Guarantee"

Duration"

NEW QUESTION # 31

Which Pure Storage offering allows customers to own their array hardware while paying for storage on a subscription basis?

- **A. Evergreen/Flex**
- B. Evergreen/Foundation
- C. Evergreen/One
- D. Cloud Block Store

Answer: A

Explanation:

The Evergreen/Flex offering allows customers to own their array hardware while paying for storage on a subscription basis .

Why This Matters:

Evergreen/Flex:

This model combines the benefits of ownership with the flexibility of a subscription. Customers own the hardware outright but pay for storage capacity and services (e.g., maintenance, upgrades) on a subscription basis.

It provides predictable costs and access to Pure Storage's Evergreen architecture, ensuring long-term value and future-proofing.

Why Not the Other Options?

A . Evergreen/Foundation:

Evergreen/Foundation is a traditional purchase model where customers buy the hardware and software upfront. It does not involve a subscription-based payment structure.

B . Evergreen/One:

Evergreen/One is a fully managed subscription service where customers do not own the hardware. Instead, they lease the equipment and pay for storage as a service.

D . Cloud Block Store:

Cloud Block Store is a cloud-native block storage solution that runs in public clouds (e.g., AWS, Azure). It does not involve owning on-premises hardware.

Key Points:

Ownership: Customers retain ownership of the hardware.

Subscription Flexibility: Pay for storage and services on a subscription basis.

Predictable Costs: Aligns with budgeting and financial planning goals.

Reference:

Pure Storage Evergreen/Forever Documentation: "Understanding Evergreen/Flex" Pure Storage Whitepaper: "Maximizing Value with Evergreen Subscriptions" Pure Storage Knowledge Base: "How Evergreen/Flex Works"

NEW QUESTION # 32

Which two features are specific to the Evergreen/Forever Program and are NOT included with Evergreen/Foundation? (Choose two.)

- **A. Upgrade Always**
- **B. Controller Upgrades**
- C. Pro Deployment
- D. Capacity Consolidation

Answer: A,B

Explanation:

The Evergreen/Forever program is Pure Storage's premium subscription offering, providing continuous upgrades and enhancements to ensure customers always have access to the latest technology. In contrast, Evergreen/Foundation is a lower-tier subscription with limited benefits. Here's an analysis of the features:

Correct Features:

A . Controller Upgrades :

Controller upgrades are a key feature of Evergreen/Forever, allowing customers to upgrade their FlashArray controllers non-disruptively to newer generations.

This feature is not included in Evergreen/Foundation.

D . Upgrade Always :

"Upgrade Always" ensures that customers can continuously upgrade their hardware and software without additional costs.

This is a hallmark of Evergreen/Forever and is not available in Evergreen/Foundation.

Incorrect Features:

B . Pro Deployment :

Pro Deployment services are available across all Evergreen tiers, including Evergreen/Foundation.

Therefore, this is not specific to Evergreen/Forever.

C . Capacity Consolidation :

Capacity consolidation is a general benefit of Pure Storage arrays and is not exclusive to Evergreen/Forever.

It is also available in Evergreen/Foundation.

Final Recommendation:

The correct answers are A. Controller Upgrades and D. Upgrade Always , as these are specific to Evergreen/Forever and not included in Evergreen/Foundation.

Reference:

Evergreen/Forever Program Overview :

Evergreen/Forever

Explains the benefits and features of Evergreen/Forever.

Evergreen Subscription Tiers Comparison :

Evergreen Tiers

Compares the features of Evergreen/Forever and Evergreen/Foundation.

NEW QUESTION # 33

What is the return window as defined by the Love Your Storage Guarantee?

- A. 15 days
- B. 90 days
- **C. 30 days**
- D. 60 days

Answer: C

Explanation:

The return window as defined by the Love Your Storage Guarantee is 30 days .

Why This Matters:

Love Your Storage Guarantee:

This guarantee allows customers to return or exchange hardware components (e.g., controllers) within a specified return window if they do not meet their needs.

The 30-day return window ensures customers have sufficient time to evaluate the hardware and make adjustments as needed.

Why Not the Other Options?

A . 15 days:

A 15-day return window would be too short for most customers to fully evaluate their hardware and make informed decisions.

C . 60 days:

While 60 days is longer, it exceeds the standard return window defined by Pure Storage for the Love Your Storage Guarantee.

D . 90 days:

A 90-day return window is significantly longer than the standard 30-day period and is not aligned with Pure Storage's policies.

Key Points:

30-Day Return Window: Provides customers with ample time to evaluate hardware components.

Customer-Centric Approach: Reflects Pure Storage's commitment to ensuring customer satisfaction.

Policy Compliance: Ensures alignment with Pure Storage's official return policies.

Reference:

Pure Storage Evergreen/Forever Documentation: "Love Your Storage Guarantee Terms and Conditions" Pure Storage Knowledge Base: "Understanding the Love Your Storage Return Policy"

NEW QUESTION # 34

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