

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

**FORM 8-K**  
**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 3, 2020

---

**Pure Storage, Inc.**

(Exact name of Registrant as Specified in Its Charter)

---

Delaware

(State or Other Jurisdiction  
of Incorporation)

001-37570

(Commission  
File Number)

27-1069557

(IRS Employer Identification No.)

650 Castro Street, Suite 400  
Mountain View, California  
94041

(Address of principal executive offices, including zip code)

(800) 379-7873

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

---

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Securities registered pursuant to Section 12(b) of the Act:**

<u>Title of each class</u>	<u>Trading symbol(s)</u>	<u>Name of each exchange on which registered</u>
Class A Common Stock \$0.0001 par value per share	PSTG	New York Stock Exchange LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

---

**Item 2.02. Results of Operations and Financial Condition.**

On November 4, 2020, Pure Storage, Inc. (“Pure”) issued a press release announcing that it expects its preliminary, unaudited total revenue for the third fiscal quarter ended November 1, 2020 (“Q3”) to be approximately \$410 million. Pure also announced that it will hold a conference call regarding Q3 results on Tuesday, November 24 at 2:00 pm PT. A copy of Pure’s press release is attached as Exhibit 99.1.

This information, including the exhibit(s) hereto, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

**Item 5.02. Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensatory Arrangements of Certain Officers.**

On November 4, 2020, Pure announced that Chief Operating Officer Paul Mountford has decided to step down from his role and leave Pure at the end of the fiscal year.

In connection with Mr. Mountford’s transition, Pure and Mr. Mountford entered into a Transition Services, Separation and Release Agreement (the “Agreement”) on November 3, 2020. Under the terms of the Agreement, Mr. Mountford will remain employed through January 31, 2021, the end of Pure’s fiscal year (“FY21”). Mr. Mountford will be eligible, to the extent funded and paid, for a second half FY21 cash bonus. After January 31, 2021, Mr. Mountford will provide consulting services through March 20, 2021, and subject to the terms of the Agreement, Mr. Mountford will receive a lump sum payment equal to nine months base salary, less applicable tax withholdings; continuation health care coverage under COBRA for 18 months following the end of his employment with Pure; and vesting with respect to the shares that Mr. Mountford may be eligible to receive on March 20, 2021 (if any) under his performance-based RSU award relating to FY21.

The foregoing description of the Agreement with Mr. Mountford does not purport to be complete and is qualified in its entirety by reference to the complete text of the Agreement which will be filed as an exhibit to Pure’s Quarterly Report on Form 10-Q for the quarter ended November 1, 2020.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits.

The following exhibits are furnished herewith:

<b>Exhibit No.</b>	<b>Description</b>
99.1	<a href="#">Press Release dated November 4, 2020</a>
104	Cover Page Interactive Data File (formatted as inline XBRL and contained in Exhibit 1.01)

---



**Pure Storage Names Dominick Delfino as Chief Revenue Officer and  
Announces Preliminary Third Quarter Revenue**

*Pure expects total revenue for Q3 to be approximately \$410 million*

MOUNTAIN VIEW, Calif. – November 4, 2020 — Today Pure Storage (NYSE: PSTG), the IT pioneer that delivers storage as-a-service in a multi-cloud world, announces Dominick Delfino as Chief Revenue Officer (CRO) and Global Head of Sales, effective immediately. Delfino will report to Chairman and CEO, Charles Giancarlo. The company is also announcing preliminary total revenue for Q3 FY21.

One of the industry's foremost software sales leaders, Delfino has a long tenure of championing and motivating high-performing teams, culminating in his most recent role leading the Americas sales team at VMware.

"Dominick joins Pure at a pivotal moment in our growth as we expand our industry-leading data services for both traditional and cloud-native applications and containers, delivered with our Evergreen model and Pure as-a-Service subscription services," said Charles Giancarlo, Chairman and CEO, Pure Storage. "He brings a deep understanding and appreciation for where our customers are going, and we are confident in his ability to grow and lead the industry's best sales operation. I am also pleased with our preliminary Q3 financial results and look forward to sharing more details later this month."

Bringing his proven ability and success in as-a-Service business models to Pure, Delfino will focus on accelerating growth in new and existing markets. He will also be responsible for defining new, differentiated go-to-market strategies and delivering on the company's sales performance goals.

"Pure has an enviable reputation in the market of being customer obsessed and I could not be more elated to join the team," said Delfino. "Pure provides an unrivaled experience and helps customers make their ambitions a reality. I see tremendous opportunity to advance and expand the business."

Delfino has more than 20 years of experience leading global software and hardware sales and systems engineering teams. He joined VMware in 2014 and held global sales leadership positions including VMware's Software Defined Data Center. In this role, Delfino was successful in taking VMware NSX from an incubation project into the mainstream. He most recently served as Senior Vice President and General Manager for all VMware sales in the Americas.

Having helped recruit and establish Delfino as CRO, Chief Operating Officer Paul Mountford has decided to step down from his role and leave Pure at the end of the fiscal year. "I thank Paul for his significant contributions, his partnership, his leadership, and for his ongoing assistance in a smooth transition," said Giancarlo.

**Q3 FY21 Preliminary Revenue** Pure expects total revenue for the third quarter to be approximately \$410 million. Financial results for Q3 FY21 will be shared during the upcoming earnings call on Tuesday, November 24 at 2:00 p.m. PT.

---

**About Pure Storage**

Pure Storage (NYSE: PSTG) gives technologists their time back. Pure delivers a modern data experience that empowers organizations to run their operations as a true, automated, storage as-a-service model seamlessly across multiple clouds. One of the fastest-growing enterprise IT companies in history, Pure helps customers put data to use while reducing the complexity and expense of managing the infrastructure behind it. And with a certified customer satisfaction score in the top one percent of B2B companies, Pure's ever-expanding list of customers are among the happiest in the world.

Pure Storage, the "P" Logo, Evergreen, FlashArray, FlashBlade, Pure1 and Pure as-a-Service are trademarks or registered trademarks of Pure Storage. All other trademarks or names referenced in this document are the property of their respective owners.

**Forward-Looking Statements**

This release contains forward-looking statements including, among other things, statements relating to expectations regarding financial results for the fiscal third quarter ended November 1, 2020. The words "believe," "may," "will," "plan," "expect," and similar expressions are intended to identify forward-looking statements. These forward-looking statements are subject to risks, uncertainties, and assumptions. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. Risks include, but are not limited to, risks described in our filings with the Securities and Exchange Commission (SEC), including future reports that we may file with the SEC from time to time, which could cause actual results to vary from expectations.

**Analyst Recognition**

Pure Storage has been named a Leader in the 2019 Gartner Magic Quadrant for Primary Storage.

**Press Contact:**

Rena Fallstrom  
pr@purestorage.com

###