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**Exam :** HP3-L04

**Title :** Selling HP 3PAR Storage

**Vendors :** HP

**Version :** DEMO

NO.1 What is the overarching need shared by service providers who offer hosting solutions, web-based applications, and HPC solutions.?

- A.simplified operations
- B.security
- C.customers
- D.scalability

Answer: A

NO.2 HP has confirmed its commitment to delivering more value to existing customers of EVA and P9000.

Approximately how many EVA installations are there worldwide?

- A.50,000
- B.75,000
- C.100,000
- D.150,000

Answer: C

NO.3 The HP 3PAR architecture has unique performance and resiliency features that allow a significant

increase in a virtual machine density. Which statement is correct regarding how many servers your

customers will need to buy to achieve a high-performance, highly reliable virtualized server environment

using HP 3PAR architecture?

- A.Your customers will need to buy 40% fewer physical servers.
- B.Your customers will need to buy 50% fewer physical servers.
- C.Your customers will need to buy 60% fewer physical servers.
- D.Your customers will need to buy 70% fewer physical servers.

Answer: B