



**Vendor:** HP

**Exam Code:** HP3-L04

**Exam Name:** L04 - Selling HP 3PAR Storage

**Version:** DEMO

**QUESTION 1**

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**

**QUESTION 2**

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**

**QUESTION 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**

**QUESTION 4**

You are calling on the VP of Sales and Marketing for one of your key accounts. She is unhappy with IT's four- to six-week standard turnaround time for new service launches. How does this turnaround time negatively affect her business?

- A. loss of potential revenue and market share gains
- B. escalating IT costs
- C. increasing mobile phone download traffic
- D. negative impact on customer satisfaction

**Answer: A**

**QUESTION 5**

In some cases, the savings from server virtualization have been swamped by other costs. What has

been the cause of this?

- A. The increased complexity and cost of the storage environment needed to support virtual servers.
- B. Procurement's inability to achieve high discounts.
- C. The cost of visualization software licenses.
- D. The cost of database software licenses.

**Answer:** A

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