

**HP HP3-L04**

**Selling HP 3PAR Storage**

**Practice Test**

**Version: 14.20**

**QUESTION NO: 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**

**Explanation:**

**QUESTION NO: 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**

**Explanation:**

**QUESTION 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**

**Explanation:**