



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

Thank You for Trying Our Product

PassLeader Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad**.
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.passleader.com/all-products.html>



Microsoft



ORACLE



CITRIX



JUNIPER
NETWORKS



EMC²
where information lives®

10% Discount Coupon Code: STNAR2014