



**Vendor:** HP

**Exam Code:** HP3-L07

**Exam Name:** Selling HP Storage P4000 Solutions

**Version:** DEMO

### QUESTION 1

Which customer situation would indicate an HP P4000 LeftHand SAN storage opportunity?

- A. a customer who is trying to solve the problem of significant amounts of unstructured data
- B. a large customer with mainframe attached storage
- C. a server virtualization customer who wants to consolidate multiple applications and workloads onto shared, highly available storage
- D. a customer who has several external arrays that they want to virtualize

**Answer: C**

**Explanation:**

<http://www.vmware.com/appliances/directory/va/92113>(check overview tab, second paragraph)

### QUESTION 2

A customer looking for which solution would be a good prospect for an HP P4000 LeftHand SAN?

- A. mainframe attach storage
- B. iSCSI SAN for server or client virtualization
- C. NAS based file storage
- D. disk to disk backup storage

**Answer: B**

**Explanation:**

<http://www.vmware.com/appliances/directory/va/92113/tech>

### QUESTION 3

The HP P4800 BladeSystem SAN is the industry's first SAN fully converged with BladeSystem. How does it drive down costs?

- A. It takes advantage of SSD technology.
- B. It virtualizes external 3rd party storage.
- C. It delivers Tier 1 Storage for Cloud deployments.
- D. It takes advantage of blade density and storage virtualization.

**Answer: D**

**Explanation**

The question asks for the statement that shows how HP p4800 drives down costs. The answer is logical since the bladesystem is designed to reduce costs by taking advantage of blade density and storage virtualization. HP P4800 is a virtual storage solution, therefore, D is the correct answer.

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA1-9454ENW.pdf>

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