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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 hig-performance, higly reliable virtualized server enviroment 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 virilization 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

QUESTION: 6
urity concerns about their consolidate. Which two high-growth storage market segments does the HP 3PAR portfolio address? (Select two.)

A. Mainframe Computing
B. Cloud Storage Computing
C. High-end Virtualization
D. Remote Office/Branch Office
E. High-end File Storage Computing

Answer: B,C

QUESTION: 7
Which HP 3PAR initiative is focused on green technology?

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