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# **Q&A**

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**Exam** : **HP3-L07**

**Title** : **Selling HP Storage P4000  
Solutions**

**Version** : **Demo**

### 1. DRAG DROP

Match each key feature of the HP P4000 LeftHand SAN with its description.

| Description |  |
|-------------|--|
| place here  | Grow storage performance and capacity online |
| place here  | High availability beyond the box             |
| place here  | Disaster recovery capability                 |
| place here  | Rapid protection and recovery                |
| place here  | Efficient capacity management                |

|           |             |              |                   |                    |
|-----------|-------------|--------------|-------------------|--------------------|
| Snapshots | Remote Copy | Network RAID | Thin Provisioning | Storage Clustering |
|-----------|-------------|--------------|-------------------|--------------------|

**Answer:**

| Description        |  |
|--------------------|--|
| Storage Clustering | Grow storage performance and capacity online |
| Network RAID       | High availability beyond the box             |
| Remote Copy        | Disaster recovery capability                 |
| Snapshots          | Rapid protection and recovery                |
| Thin Provisioning  | Efficient capacity management                |

|           |             |              |                   |                    |
|-----------|-------------|--------------|-------------------|--------------------|
| Snapshots | Remote Copy | Network RAID | Thin Provisioning | Storage Clustering |
|-----------|-------------|--------------|-------------------|--------------------|

2.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**

3.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**