HP 3PAR StoreServ 7000

Channel Partner Quotes

"The new HP 3PAR StoreServ 7000 offerings enable resellers to provide the advantages of HP industry-leading enterprise storage architecture to the entire SMB market without any performance tradeoffs," said Chris Swahn, vice president and general manager, Avnet Technology Solutions, Americas, HP Solutions group. "We've made it easy for resellers to take these converged storage solutions to market through our HP ServiceONE capabilities, and with new innovative training, assessments, demos and services designed to help identify and close sales opportunities quickly and successfully."

- Chris Swahn, vice president and general manager, Avnet Technology Solutions, America's HP Solution Group

"This totally hits the mark," says Harry Zarek President & CEO of Compugen, Canada's largest IT solutions provider. "HP has done something unique here in revamping every area of their storage portfolio. I think the 3Par 7200/7400 series SAN will really catch the eye of our many mid-market customers. I'm really delighted that we can add our own Compugen value and brand under the new services model."

- Harry Zarek, president and CEO, Compugen

"Experis Technology Group Is very excited about the introduction of the new 3PAR 7000 series. As a system integrator who architects high performance systems that never go down, the HP 3PAR systems have provided our customers with bullet proof virtual storage solutions. The new 3PAR 7000 series will enhance that performance and reliability at a very competitive pricepoint compared to EMC and NetApp."

- Raymond Tuchman, CEO, Experis Technology Group

"With the explosion of data through virtualized and cloud based IT environments, unpredictable capacity needs are driving more and more customers into the midmarket space. HP's response to this demand with converged infrastructure solutions and the new 3PAR StoreServ line will bring significant opportunity to our existing HP partner base as well as our growing SMB partners. " says

- Scott Zahl, vice president and general manager, Ingram Micro Advanced Computing Division, U.S.

"As a leader in the SMB marketplace, Ingram Micro stands ready to enable our channel partners to take advantage of this growing market opportunity, while building on their HP expertise to generate revenue," says Zahl. "Ingram Micro continues to grow and invest in the advanced solutions, services and support our channel partners need to effectively compete and win in the commercial and enterprise markets. This HP announcement will only continue to contribute to Ingram Micro's expanding role as a value-added distributor, and demonstrate our proven ability to support the data center business."

- Scott Zahl, vice president and general manager, Ingram Micro Advanced Computing Division, U.S.

"We are very excited about the new HP 3PAR StoreServ 7000. We believe it will help Insight address the needs of our midmarket clients with a tier one storage solution built for virtualized environments," said Brian Davis, senior vice president, product marketing at Insight. "When we combine the StoreServ 7000 with our pre-sales technical

expertise, this new offering gives us a unique solution to grow our business in our installed base and attract new midmarket clients."

- Brian Davis, senior vice president, Product Marketing, Insight

"HP's strengthened storage portfolio provides compelling business reasons for customers looking to accelerate the growth of their business and mitigate the risk of business disruptions. As we consult with customers around their virtualization and cloud computing needs, the first question we always ask is 'why?' - why does the business need this and what are the desired business outcomes. Two very hot areas of focus for IT Partners are Virtual Desktop (VDI) and Virtualization of Business Critical Apps (VBCA). Within these types of projects, we have been able to leverage 3PAR for thin provisioning and addressing our customer's dynamic storage needs, which in turn provides cost savings on their overall storage infrastructure."

- Gary Johnston, president, IT Partners

"OnX is very excited about HP's addition of the 7000 family to their enterprise storage array lineup. This family of modern modular arrays brings the advanced thin features of 3PAR to our customers at an exceptional price point."

- Steve Lankard, chief technology officer, US OnX Enterprise Solutions

"After years of success architecting enterprise virtualization and cloud solutions based on HP 3PAR Storage, we are very excited about the HP StoreServ 7000," said Steve Bishop, CTO at solutions provider VeriStor. "Not only does this release extend the industry-leading features and efficiency of the 3PAR platform to the small and mid-sized business market, it also provides the perfect storage footprint for 'pod'-based scale-out virtual infrastructure in both enterprise private cloud and service provider public cloud environments. From the modular 7200 and 7400 to the enterprise 10000, we can cover an extreme range of capacity and performance requirements on a single platform with a single set of management tools."

- Steve Bishop, chief technology officer, VeriStor