

# IT Professionals Do The Talking



"3PAR Utility Storage is the most cost-effective storage we've found to meet our critical performance and 99.999% availability objectives. By consolidating on 3PAR, we've reduced our storage administration by more than 50% and doubled our capacity utilization."

**RON ROSE**  
Chief Information Officer  
Priceline.com



**Thomas Weisel Partners**  
MERCHANT BANKING

"3PAR Utility Storage has been a relief for our organization. We can now apply 95% fewer resources to storage administration, and we are rid of the high price premiums associated with monolithic arrays."

**LARRY SIKON**  
Chief Information Officer  
Thomas Weisel Partners



"3PAR Dynamic Optimization is the freedom to change our minds anytime. With Dynamic Optimization, we have a new set of capabilities that let us adjust to business needs in real time. 3PAR's simplicity makes it possible."

**PAUL OSTERHUS**  
Vice President of Data  
Center Services  
CNET.com



"Buying 10 year old storage technology doesn't work for us. The capabilities 3PAR brought to the table were a no-brainer...Activities that would usually take a month to accomplish with traditional storage systems now require just a few minutes with 3PAR. That savings is huge for us."

**MARK DOUGLAS**  
Vice President of Technology  
eHarmony.com



"We're delighted with our selection of 3PAR and believe their Utility Storage solution gives us a tremendously flexible, simplified, and powerful storage platform that can match the pace of our business."

**ANDY PALMER**  
Chief Information and Administration  
Officer  
Infinity Pharmaceuticals



C BEYOND COMMUNICATIONS

"We have achieved substantial savings with 3PAR's Thin Provisioning. [It has] allowed us to permanently eliminate the waste associated with unused allocated capacity and has dramatically simplified storage provisioning. Since 3PAR, I can't think of the last time we worried about storage."

**ALLEN THOMAS**  
Senior Director of  
System Operations  
Cbeyond Communications



"Our users were stifled by an inflexible environment. We have extensive experience with numerous vendors and solutions, but nothing delivered the simplicity, scalability and flexibility we've gotten from the 3PAR system."

**DARRIN STOLBA**  
Project Lead  
U.S. Census Bureau