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Serving Information

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3PAR EMERGES AS STANDARD WITHIN THE SERVICE PROVIDER INDUSTRY

Fremont, CA, July 18, 2006--3PAR, the leading provider of Utility Storage, announced today that 3PAR is gaining significant share in the Service Provider market by supplying its InServ Storage Servers to many of the most successful national and global managed service providers. Approximately half of 3PAR's growing customer base delivers information, applications or IT infrastructure as a service to businesses (B2B) or consumers (B2C).

A recent Gartner report, *Managed Storage Pricing and Practices Revealed: 2Q06,** documents storage vendor adoption trends in the service provider industry. The report can be viewed by visiting: http://mediaproducts.gartner.com/reprints/3pardata/vol3/article2/article2.html.

An example of one such 3PAR customer is OpSource, where 3PAR Utility Storage is enabling an on-demand business model for its Software as a Service (SaaS) customers. "3PAR Utility Storage fits perfectly with our business model," said John Rowell, CTO of OpSource. "We price our Optimal On-Demand SaaS enablement and delivery solution so that software companies pay only for the resources they need, as they need them. 3PAR allows us to acquire storage capacity in much the same way."

"By leveraging 3PAR Utility Storage, service providers are able to automatically optimize the resources allocated to each user. As a result, their customers are only charged for what they use, when they use it. New services or service upgrades can be delivered to service provider customers instantly," said 3PAR President and CEO, David Scott. "With Utility Storage, service providers are gaining a substantial economic and competitive advantage over those who are still using traditional storage environments."

For more information, visit www.gartner.com, and reference (Managed Storage Prices and Practices Revealed: 2Q06 Update, Adam W. Couture, 27 March 2006).*

About 3PAR
3PAR is the leading provider of Utility Storage, a simple, efficient and massively scalable tiered-storage array for utility computing that lets customers serve more with less. 3PAR Utility Storage can cut an organization's Total Cost of Data by 50%. Capacity and related costs can be cut by 75% while storage administration and associated expenses can be reduced by 90%. 3PAR Utility Storage is ideal for open systems storage consolidation, integrated data lifecycle management and performance-intensive applications.

3PAR is based in Fremont, California, and has offices in London, UK and Tokyo, Japan. The company's corporate headquarters are located at 4209 Technology Drive, Fremont, CA 94538. Phone: 510-413-5999, fax: 510-354-3070, email: salesinfo@3pardata.com, Web site: http://www.3par.com.

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