Netapp

Exam NS0-101

NetApp Accredited Sales ProfessionalExam

Version: 3.1

[Total Questions: 87]

Question No : 1

What does the NetApp V-Series platform enable customers to do? (Choose three.)

A. Transform existing heterogeneous storage systems into a single storage pool
B. Simplify storage provisioning and management with FlexVol technology
C. Use Snapshot technology to lower backup time, space, and costs
D. Easily migrate data and replace existing competitive storage solutions

Answer: A,B,C

Question No : 2

What NetApp tools can a partner sales representative use to help customers determine overallcost and space savings?

A. Exchange Sizer, Database Sizer, SAP Sizer
B. Martini and ASUP Grab reporting tools
C. Virtual Tape Library Quick Sizing tool
D. Solutions ROI, Storage Consolidation and File Server Consolidation Calculators

Answer: D

Question No : 3

Which three benefits the NetApp FlexVol technology provide the customer? (Choose three.)

A. provides flexibility that allows for quick adaptation to the dynamic needs of the enterprise
B. provides integration with applications to improve management and operations
C. reduces disruptive changes and minimizes risk
D. lowers storage overhead and capital expenses
E. improves backup and restore efficiencies that increase system availability

Answer: A,C,D

Question No : 4

Which benefit does NetApp FlexClone provide in a technical design environment?

A. an accelerated time to market
B. a reduced backup window
C. faster application throughput
D. increased data security

Answer: A

Question No : 5

What are two key benefits that NetApp provides to hospitals using Picture Archiving andCommunications Systems (PACS)? (Choose two.)

A. the ability to scale to hundreds of terabytes in one architecture
B. the ability to encrypt the patients records
C. the ability to provide Nearline storage for higher performance
D. the ability to provide easier tape backup from a Snapshot

Answer: A,B

Question No : 6

In which two situations is NetApp V-Series a recommended solution for a customer? (Choose

two.)

A. When the customer wants to protect an existing investment in third-party storage products
B. When the customer wants to increase application uptime with an existing FAS series solution
C. When the customer has sufficient administrators to efficiently manage a diverse storage environment
D. When the customer wants Data ONTAP capabilities, but cannot deploy a NetApp primary
storage solution

Answer: A,D

Question No : 7

Protection Manager is part of the Data Suite of products from the Manageability Software Family and provides the customer with a unified approach to managing the customer's _____.

A. data replication policies
B. storage-on-demand policies
C. data encryption policies
D. data classification policies

Answer: A

Question No : 8

A customer wants to provide a greener environment in their data center. What should youemphasize in your proposal to this customer? (Choose two.)

A. NetApp provides slower spinning disks to reduce power consumption.
B. NetApp provides efficient storage usage with its Advanced Single Instance Storage (A-SIS).
C. NetApp provides FlexClone to reduce the number of disks required for testing and development.
D. NetApp provides the ability to increase the number of cooling fans in the disk shelves.

Answer: B,C

Question No : 9

During a sales call for an Oracle opportunity, what question should you ask the customer to promote the NetApp Oracle recovery solutions?

A. What protocol do youcurrently use to access your databases?
B. When did you last experience a database crash or corruption?
C. Do you compress your data before backing it up?
D. Are all your databases on primary storage with Fibre Channel disks?

Answer: B

Question No : 10

The NetApp strategy for addressing today's Data Management Challenges is based on a portfolio of products. These five strategies are: Store, _____, Retain, Protect, and Succeed.

A. Simplify
B. Manage
C. Grow
D. Expand

Answer: B

Question No : 11

A customer is currently using Exchange and wants to introduce compliant storage for e-mailarchiving. Which two benefits does NetApp offer? (Choose two.)

A. NetApp SnapLock provides compliant storage for the archive.
B. NetApp SnapVault provides compliant storage for the archive.
C. FlexClone can provide instant dataset clones.
D. Primary and archive storage can be on a single NetApp system.

Answer: A,D

Question No : 12

In which layer of the NetApp Manageability Framework do SnapDrive products reside?

A. Storage Suite
B. Data Suite
C. Server Suite
D. Application Suite

Answer: C

Question No : 13

A customer utilizing NetApp storage for Windows and/or UNIX file services can expect to realize

which benefit as it pertains to having a better RPO?

A. Minimal amount of data loss
B. More concurrent users
C. Minimal time to recover files
D. Greater storage utilization

Answer: A

Question No : 14

Which three are available NetApp Partner programs? (Choose three.)

A. Lead generation
B. Opportunity registration
C. PartnerGear
D. Product test and development

Answer: A,B,C

Question No : 15

Which three customer situations indicate an opportunity exists for consolidation or file services onNetApp storage technology in a Windows environment? (Choose three.)

A. The customer's existing Windows environment is complex and contains multiple servers.
B. The customer needsdata privacy and intellectual property protection.
C. The customer requires simplification of backup and recovery procedures.
D. The customer requires identification, understanding, and classificationof data.
E. The customer needsto reduce administrative and overhead costs.

Answer: A,C,E