Vendor: Network Appliance

Exam Code: NS0-101

Exam Name: NetApp Accredited Sales Professional Exam

Version: Demo

Question: 1
What are three benefits of consolidating a Windows file serving environment on NetApp?
(Choose three.)

A. The number of file servers is reduced.
B. Regulatory compliance is achieved.
C. Administrators can focus on higher value tasks.
D. The need for support from application vendors is reduced.
E. It provides quick recovery and reduced downtime.

Answer: A, C, E

Question: 2
NetApp corporate pitch states that NetAPP brings which benefit to the complex world of
enterprise data management?

A. eliminates risk in an enterprise environment
B. has lowest cost per TB
C. provides unmatched simplicity
D. completely removes complexity

Answer: C

Question: 3
What is a key benefit of the NetApp Unified Storage approach?

A. The customer can buy individual solutions for each application.
B. It provides industry-leading data encryption technology.
C. It provides full interoperability across the entire storage family.
D. It provides primary storage, secondary storage, and VTL capability within the same array.

Answer: C

Question: 4
In addition to selling the hardware and software for a NetApp solution, which NetApp Global
Service should you include?

A. SupportEdge
B. ConsultingEdge
C. CustomerEdge
D. PartnerEdge

Answer: A

Question: 5
Thin provisioning, based on NetApp FlexVol technology, is a storage allocation-on-demand
functionality. Which three benefits does it provide to customers? (Choose three.)

A. improved application performance
B. reduced capital expenses for software
C. improved storage utilization
D. reduced capital expenses for storage
E. simplified storage capacity planning

Answer: C, D, E

Question: 6
Which three activities can customers perform on the NetApp NOW self-service support Web site?
(Choose three.)

A. register NetApp products
B. order software
C. download software
D. contact a local sales representative or reseller
E. verify service contracts

Answer: A, C, E

Question: 7
What are two benefits of RAID-DP? (Choose two.)

A. protects against double-disk failure
B. provides real time data mirroring
C. accommodates larger RAID groups
D. increases resiliency by providing single parity

Answer: A, C

Question: 8
What are two important features of NetApp RAID-DP? (Choose two.)

A. provides double parity RAID protection against mission critical data loss
B. prevents data loss in the event of a second drive failure without excessive redundancy costs
C. allows mirrored sets of data without parity
D. provides redundancy while containing performance swings during data rebuild

Answer: A, B

Question: 9
Which three benefits does the NetApp Operations Manager solution provide to a customer?
(Choose three.)

A. automated storage configuration management
B. multivendor storage management
C. centralized management of multiple storage systems
D. encrypted storage deployment
E. capacity-based chargeback capabilities

Answer: A, C, E

Question: 10
What benefit does Advanced Single Instance Storage (A-SIS) provide the customer?

A. significantly faster backups
B. reduced storage requirements
C. less bandwidth required for backup to tape
D. faster application processing.

Answer: B

Question: 11
What is the definition of an RPO?

A. the acceptable amount of data lost during recovery
B. the acceptable length of time it takes to recover
C. the ability to recover from a backup
D. the acceptable length of time it takes to complete a backup

Answer: A

Question: 12
A common customer response to a NetApp SQL Server solution is "I need a Microsoft-certified solution." What is the most appropriate response to this statement?

A. NetApp has a strong presence on the Windows Hardware Compatibility site and is a Microsoft Gold Partner.
B. NetApp has several thousand customers running databases on NetApp storage systems.
C. NetApp supports multiple databases and Microsoft SQL server is one of those.
D. NetApp has experience in large-scale enterprise deployments, operating in more than 5,000 data centers worldwide.

Answer: A

Question: 13
Which three benefits is a customer likely to derive when using the NetApp SnapManager for Exchange solution in their messaging environment? (Choose three.)

A. virus-free email and attachments
B. recovery in minutes
C. classified and categorized email
D. simplified management with automated backups
E. quicker and easier storage provisioning

Answer: B, D, E

Question: 14
NetApp SnapManager software enables efficient backups to be completed in _____.

A. seconds
B. minutes
C. hours
D. days

Answer: A

Question: 15
Most Oracle customers require large development environments and they are concerned about the amount of storage required to support them. Which statement defines the NetApp value proposition for this situation?

A. NetApp FlexClone provides the ability to almost instantly create development environments without using additional storage capacity.
B. The NetApp Unified Storage approach allows customers to use both primary and secondary storage for development.

C. The NetApp scalable storage architecture allows customers to dynamically grow database environments at their own pace.
D. NetApp SnapVault uses less storage capacity when creating a development environment.

Answer: A

Question: 16
What are three ways a unified platform increases storage efficiency? (Choose three.)

A. simplifies storage management and administration
B. reduces the footprint by providing one system for primary and secondary storage requirements
C. reduces the amount of data to be backed up
D. simplifies the infrastructure by providing a single solution for multiple protocols
E. reduces the time required to complete backups and restores

Answer: A, B, D

Question: 17
Which three components are included in the NetApp SupportEdge Standard offering? (Choose three.)

A. access to software updates
B. proactive scheduled storage infrastructure reviews
C. phone and online support
D. on-site event support
E. hardware and software installation

Answer: A, B, C

Question: 18
What are three reasons why a customer should consider using NetApp for their Microsoft Exchange environment? (Choose three.)

A. NetApp solutions are integrated with Microsoft technologies.
B. Microsoft installation and service is included with NetApp solutions.
C. NetApp solutions are Microsoft-supported platforms.
D. Use of NetApp solutions results in special pricing on Microsoft products.
E. NetApp is a Microsoft Gold Certified Partner.

Answer: A, C, E

Question: 19
Which publication contains detailed pricing and configuration information on new products introduced by NetApp?

A. product bulletin
B. Tech OnTap newsletter
C. product performance report
D. Spotlight Presentation

Answer: A

Question: 20
What are two benefits of using NetApp Protection Manager? (Choose two.)

A. centralized management of multiple NetApp devices
B. simplified management for D2D backup and restore
C. simplified management for data replication
D. centralized chargeback reporting

Answer: B, C

Question: 21
What can a customer use to quickly manage the full recovery process following a database corruption?

A. RAID-DP
B. SnapMirror
C. SnapManager
D. SnapRestore

Answer: C

Question: 22
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: 23
What are two ways in which NetApp solutions can help businesses? (Choose two.)

A. by improving business processes
B. by adopting new technology
C. by gaining a competitive advantage
D. by lowering the hardware requirements

Answer: A, C

Question: 24
Which NetApp disk-to-disk backup and recovery solution should a customer consider installing in remote offices when their data resides on Windows and Linux platforms?

A. SnapVault for NetBackup
B. Open Systems SnapVault
C. SnapVault
D. NearStore VTL

Answer: B

Question: 25
High performance computing (HPC), data-intensive applications (such as seismic processing, digital image creation and media hosting) demand the ability to scale which two factors to extreme levels? (Choose two.)

A. storage capacity
B. performance
C. clustering
D. Total Cost of Ownership

Answer: A, B

Question: 26
What are three benefits of using NetApp storage to support VMware environments? (Choose three.)

A. cloning of virtual machines with no storage overhead
B. support for compliant storage
C. near instantaneous backup and restore capabilities
D. support for encryption
E. support for all of the storage protocols supported by VMware

Answer: A, C, E

Question: 27
A Windows storage consolidation objection you might encounter is that Microsoft provides only limited support for Windows when NetApp is involved. What is the most appropriate response to this objection?

A. Microsoft and NetApp provide joint support through an OEM Premier Support Agreement.
B. NetApp unified storage enables content and/or Write Once Read Many (WORM) storage on any NetApp system allowing Exchange to be more efficient.
C. NetApp and Microsoft have a licensing agreement wherein Microsoft shares Windows communication protocols for data storage.
D. NetApp experience in large-scale enterprise deployments has earned the trust of thousands of enterprise customers.

Answer: A

Question: 28
Which three customer challenges does a NetApp storage solution for a NAS environment address? (Choose three.)

A. SAN fabric costs
B. disruptive storage provisioning
C. server platform deployment
D. storage utilization
E. data sharing between UNIX and Windows

Answer: B, D, E

Question: 29
What NetApp tools can a partner sales representative use to help customers determine overall cost 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

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