

Exam : Network Appliance NS0-101

**Title : NetApp Accredited Sales
Professional Exam**

Version : Demo

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1. A NetApp solution can be simultaneously used to store primary data, disk-to-disk backups, and act as a WORM device. (True or False)

A. True

B. False

Answer: A

2. Which two customer requirements does the NetApp SnapLock solution meet? (Choose two.)

A.data permanence and retention regulations

B.data encryption regulations

C.secure partitioning of network and storage resources

D.rapid access to protected information

Answer: AD

3. 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

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

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

A.lead generation

B.opportunity registration

C.PartnerGear

D.product test and development

Answer: ABC

6. NetApp is in the Leadership quadrant of the Gartner Magic Quadrant for Mid-Range Enterprise Disk Arrays rating of storage vendors.

This is their highest rating and pertains to _____.

A.strategic business partnerships

B.financial stability

C.completeness of vision and ability to execute

D.world-class service and support

Answer: C

7. 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

8. The NetApp corporate pitch states that the number one measurement of the company's success is _____.

A.maintaining growth

B.customer success

C.our share price

D.customer loyalty

Answer: B

9. 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

10. From the corporate pitch, what does NetApp bring to the complex world of enterprise data management?

A.unmatched scalability

B.unmatched services

C.unmatched simplicity

D.unified architecture

Answer: C

11. 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: AC

12. 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

13. Which service is a fixed-scope service that enables customers to take their newly-installed system to a production-ready state?

A.ConsultingEdge Services

B.Data Assessment Services

C.Rapid Deployment Services

D.SupportEdge Premium

Answer: C

14. 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: ABC

15. 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

16. The NetApp Unified storage approach provides many benefits to companies. These include reduced footprint, lower TCO, and increased utilization.

This approach also improves the efficiency of staff required by _____.

A.requiring less downtime when upgrading

B.providing a single platform to manage

- C. needing fewer networks to provide data
- D. providing scalable storage with no downtime

Answer: B

17. 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: AD

18. What differentiates NetApp primary and secondary storage solutions from competitors' storage solutions?

- A. different platform architectures
- B. different operating systems
- C. a unified platform architecture
- D. a single storage protocol

Answer: C

19. Which two benefits does DataFort provide customers? (Choose two.)

- A. secure virus scanning
- B. transparent data encryption
- C. application data integrity
- D. deployment with no application changes
- E. secure data classification

Answer: BD

20. 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

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