KTest

Exam **:** **Network Appliance NS0-101**

Title **:** NetApp Accredited Sales
Professional Exam

Update : Demo

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

| English | Chinese(Traditional) | Chinese(Simplified) | - 4 -

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

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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

21. Which three benefits does SnapVault provide to customers? (Choose three.)

A.reduces backup time

B.provides compliant backups

C.provides integration with enterprise backup technologies

D.reduces disk space consumption

E.provides encrypted backups

Answer: ACD

22. Which three can serve as data migration tools? (Choose three.)

A.SnapMirror

B.MultiStore

C.SnapRestore

D.Virtual File Manager

E.RelicatorX

Answer: ADE

23. 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: AB

24. 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

25. NetApp SnapManager software enables efficient backups to be completed in _____.

A.seconds

B.minutes

C.hours

D.days

Answer: A

26. Which two customer concerns does the NetApp Manageability Software Family address? (Choose two.)

A.poor utilization of storage resources

B.securely encrypting a storage environment

C.complying with required regulations

D.inefficient IT administration

Answer: AD

27. 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: ACE

28. Which NetApp Manageability Software Family suite provides comprehensive infrastructure management?

A.Server Suite

B.Storage Suite

C.Data Suite

D.Application Suite

Answer: B

29. 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

30. 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: BC