



Exam Code: NS0-101

Exam Name: NetApp Accredited Sales Professional Exam

Vendor: Network Appliance

Version: DEMO

Part: A

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.

Correct Answers: A C E

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

Correct Answers: C

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.

Correct Answers: C

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

Correct Answers: A

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

Correct Answers: C D E

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

Correct Answers: A C E

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

Correct Answers: A C

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

Correct Answers: A B

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

Correct Answers: A C E

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.

Correct Answers: B

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

Correct Answers: A

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.

Correct Answers: A

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

Correct Answers: B D E

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

A.seconds

B.minutes

C.hours

D.days

Correct Answers: A

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.

Correct Answers: A