

NS0-101 braindumps

Network Appliance NACA

NS0-101: NetApp Accredited Sales Professional Exam

Practice Exam: NS0-101 Exams

Exam Number/Code: NS0-101

Exam Name: NetApp Accredited Sales Professional Exam

Questions and Answers: 85 Q&As

([NACA](#))



Exam : [NS0-101](#)

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VUE/Prometric Code: NS0-101

Exam Name: NetApp Accredited Sales Professional Exam(NACA)

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Title : NetApp Accredited Sales Professional Exam

1. 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

2. 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

3. 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

4. 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

5. 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

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: AD

7. 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

8. 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

9. 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

10. 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

11. 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

12. 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

13. 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

14. 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

15. 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

16. 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

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

- A. lead generation
- B. opportunity registration
- C. PartnerGear
- D. product test and development

Answer: ABC

18. 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

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. 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

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