



# NetApp Accredited Sales ProfessionalExam

Version: 3.1

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## **Question No:1**

What does the NetApp V-Series platform enable customers to do? (Choose three.)

- A. Transform existing heterogeneous storage systems into a single storage pool
- B. Simplify storage provisioning and management with FlexVol technology
- **C.** Use Snapshot technology to lower backup time, space, and costs
- D. Easily migrate data and replace existing competitive storage solutions

## Answer: A,B,C

# Question No : 2

What NetApp tools can a partner sales representative use to help customers determine overallcost 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

## Answer: D

# **Question No:3**

Which three benefits the NetApp FlexVol technology provide the customer? (Choose three.)

- A. provides flexibility that allows for quick adaptation to the dynamic needs of the enterprise
- B. provides integration with applications to improve management and operations
- C. reduces disruptive changes and minimizes risk
- **D.** lowers storage overhead and capital expenses
- E. improves backup and restore efficiencies that increase system availability

# Answer: A,C,D

## **Question No:4**



#### Netapp NS0-101 : Practice Test

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

## **Question No:5**

What are two key benefits that NetApp provides to hospitals using Picture Archiving andCommunications Systems (PACS)? (Choose two.)

- A. the ability to scale to hundreds of terabytes in one architecture
- B. the ability to encrypt the patients records

C. the ability to provide Nearline storage for higher performance

D. the ability to provide easier tape backup from a Snapshot

#### Answer: A,B

## **Question No: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

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#### Answer: A,D

## **Question No:7**

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

# **Question No:8**

A customer wants to provide a greener environment in their data center. What should youemphasize in your proposal to this customer? (Choose two.)

**A.** NetApp provides slower spinning disks to reduce power consumption.

**B.** NetApp provides efficient storage usage with its Advanced Single Instance Storage (A-SIS).

**C.** NetApp provides FlexClone to reduce the number of disks required for testing and development.

**D.** NetApp provides the ability to increase the number of cooling fans in the disk shelves.

# Answer: B,C

# **Question No: 9**

During a sales call for an Oracle opportunity, what question should you ask the customer to

promote the NetApp Oracle recovery solutions?

- A. What protocol do youcurrently use to access your databases?
- B. When did you last experience a database crash or corruption?
- C. Do you compress your data before backing it up?
- D. Are all your databases on primary storage with Fibre Channel disks?

## Answer: B



# Question No : 10

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** 

## **Question No: 11**

A customer is currently using Exchange and wants to introduce compliant storage for emailarchiving. Which two benefits does NetApp offer? (Choose two.)

- A. NetApp SnapLock provides compliant storage for the archive.
- **B.** NetApp SnapVault provides compliant storage for the archive.
- C. FlexClone can provide instant dataset clones.

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**D.** Primary and archive storage can be on a single NetApp system.

#### Answer: A,D

# Question No : 12

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



# Question No : 13

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 No : 14

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

- A. Lead generation
- B. Opportunity registration
- C. PartnerGear
- D. Product test and development

#### Answer: A,B,C

## Question No : 15

Which three customer situations indicate an opportunity exists for consolidation or file services onNetApp storage technology in a Windows environment? (Choose three.)

- A. The customer's existing Windows environment is complex and contains multiple servers.
- **B.** The customer needsdata privacy and intellectual property protection.
- **C.** The customer requires simplification of backup and recovery procedures.
- **D.** The customer requires identification, understanding, and classification of data.
- **E.** The customer needsto reduce administrative and overhead costs.

#### Answer: A,C,E