



[Network Appliance NS0-101](#)

Exam Name: NetApp Accredited Sales Professional Exam

Q & A : 85 Q&As

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Exam : Network Appliance NS0-101

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1. 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

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

Answer: C

3. 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

4. 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

5. 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

6. 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.need fewer networks to provide data
- D.providing scalable storage with no downtime

Answer: B

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. 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

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. 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

11. 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

12. 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

13. 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

14. 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

15. 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

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

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

Answer: ABC

17. 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

18. 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

19. 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

20. 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

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