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QUESTION 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 Answer: ACE

QUESTION 2

Where would you find short, downloadable, ready-to-present-to-customer presentations on PartnerCenter?

- A. Spotlight Presentations
- B. EBL Presentations
- C. Library on www.netapp.com
- D. Channel Training Web Stream Presentations

Correct Answer: A

QUESTION 3

What differentiates NetApp from its competition? (Choose two.)

- A. NetApp storage systems share a single architecture across the product line.
- B. Snapshot technology allows customers to back up to tape.
- C. NetApp supports Fibre Channel and Serial ATA disks in the same array.
- D. Unique features such as RAID-DP and thin provisioning are standard.

Correct Answer: AD

QUESTION 4

Which two does an RTO address? (Choose two.)

- A. the time it takes you to recover data after a loss or corruption has occurred



- B. the time it takes you to bring an application back online following an outage
- C. how much data is lost when you need to recover following an outage
- D. the time required to back up your data

Correct Answer: AB

QUESTION 5

What is the primary location for partner information about NetApp products and solutions?

- A. PartnerCenter> Marketing Essentials
- B. NOW> Products, Solutions and Services
- C. PartnerCenter> Products, Solutions and Services
- D. NOW> Current Offerings

Correct Answer: C

QUESTION 6

Which three customer needs are common in Microsoft SQL Server environments? (Choose three.)

- A. high uptime requirements
- B. stringent Service Level Agreements
- C. consolidating storage for multiple servers
- D. adequate staff to manage backups
- E. virus protection

Correct Answer: ABC

QUESTION 7

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



Correct Answer: B

QUESTION 8

Advanced Single Instance Storage (A-SIS) is a NetApp de-duplication solution. What is one reason to deploy A-SIS?

- A. to reduce the time it takes to back up to tape
- B. to create a greener data center by requiring less disk storage
- C. to speed up the disk to disk backup process
- D. to make better utilization of tape cartridges

Correct Answer: B

QUESTION 9

What are three benefits of using NetApp storage to support VMware environments? (Choose three.)

- A. cloning of virtual machines with no storage overhead
- B. support for compliant storage
- C. near instantaneous backup and restore capabilities
- D. support for encryption
- E. support for all of the storage protocols supported by VMware

Correct Answer: ACE

QUESTION 10

Which publication contains detailed pricing and configuration information on new products introduced by NetApp?

- A. product bulletin
- B. Tech OnTap newsletter
- C. product performance report
- D. Spotlight Presentation

Correct Answer: A

QUESTION 11

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

Correct Answer: AD

QUESTION 12

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 Answer: A

QUESTION 13

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

Correct Answer: ABC

QUESTION 14

A customer utilizing the NetApp SnapManager for Exchange solution can expect to realize which benefit pertaining to a better RPO?

- A. more concurrent users per Exchange database
- B. shorter Exchange database recovery times
- C. more Exchange data recovered after a failure
- D. shorter Exchange data verification times



Correct Answer: C

QUESTION 15

What are two issues faced by database administrators? (Choose two.)

- A. Backup and recovery take too long.
- B. All data needs to be encrypted.
- C. Creating test environments is time consuming.
- D. Each database needs its own dedicated disk.

Correct Answer: AC

QUESTION 16

High performance computing (HPC), data-intensive applications (such as seismic processing, digital image creation and media hosting) demand the ability to scale which two factors to extreme levels? (Choose two.)

- A. storage capacity
- B. performance
- C. clustering
- D. Total Cost of Ownership

Correct Answer: AB

QUESTION 17

PartnerCenter provides which three NetApp University learning tools to help partners learn about NetApp and grow their businesses? (Choose three.)

- A. Channel Training Web Streams (short videos)
- B. Sales EBL Library (SELL)
- C. PartnerGear Program
- D. technical web events and field training

Correct Answer: ABD

QUESTION 18

Which solutions would you recommend for a customer who wants a disaster recovery solution that will protect a large



amount of primary DAS and SAN storage?

- A. V-Series, SnapMirror
- B. MetroCluster, SnapMirror
- C. ReplicatorX, NetApp storage
- D. SnapVault, NetApp storage

Correct Answer: C

QUESTION 19

Which three customer challenges does a NetApp storage solution for a NAS environment address? (Choose three.)

- A. SAN fabric costs
- B. disruptive storage provisioning
- C. server platform deployment
- D. storage utilization
- E. data sharing between UNIX and Windows

Correct Answer: BDE

QUESTION 20

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 Answer: ACE

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