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**QUESTION 1**

When competing in a data center with EMC or HDS, it is imperative that you know and understand the customer environment and requirement. This knowledge helps you ascertain whether or not it is cost effective to pursue the opportunity. In which three situations should you walk away and NOT spend time competing for the "opportunity"? (Choose three.)

- A. The opportunity is a large SAN with multiple hosts.
- B. The opportunity has native mainframe connectivity requirements.
- C. The applications require instantaneous failover with no performance impact.
- D. The opportunity requires synchronous replication with a distance greater than 100 kilometers.
- E. The opportunity is a large NAS with multiple hosts.

Correct Answer: BCD

QUESTION 2

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 3

In which layer of the NetApp Manageability Framework do SnapDrive products reside?

- A. Storage Suite
- B. Data Suite
- C. Server Suite
- D. Application Suite

Correct Answer: C

QUESTION 4



Which two are benefits that NetApp Operations Manager provides to customers? (Choose two.)

- A. centralized and automated configuration management
- B. multi-vendor storage management
- C. resource and capacity utilization reporting
- D. server workload balancing

Correct Answer: AC

QUESTION 5

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 Answer: A

QUESTION 6

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

Correct Answer: A

QUESTION 7

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

Correct Answer: ACD

QUESTION 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

Correct Answer: C

QUESTION 9

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 Answer: B

QUESTION 10

When selling into a Microsoft SharePoint environment, which three benefits of NetApp SnapManager for SharePoint should you emphasize? (Choose three.)

- A. increased SharePoint administrator productivity
- B. cost-effective backup and recovery of SharePoint environment
- C. reduced Microsoft SharePoint software pricing
- D. near-instantaneous SharePoint data classification
- E. minimized SharePoint environment downtime or data loss

Correct Answer: ABE



QUESTION 11

Which two resources can be used to check the status of a customer's order? (Choose two.)

- A. your distributor
- B. PartnerCenter
- C. www.netapp.com
- D. NetApp University Web site

Correct Answer: AB

QUESTION 12

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 Answer: C

QUESTION 13

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 14

How does NetApp Snapshot technology help customers meet their RTOs?

- A. provides near instantaneous data recovery
- B. consumes no storage when the Snapshot is taken



- C. reduces the amount of data loss
- D. minimizes performance impact

Correct Answer: A

QUESTION 15

What are two benefits of using NetApp Protection Manager? (Choose two.)

- A. centralized management of multiple NetApp devices
- B. simplified management for D2D backup and restore
- C. simplified management for data replication
- D. centralized chargeback reporting

Correct Answer: BC

QUESTION 16

Which two customer requirements does the NetApp Information Server solution address? (Choose two.)

- A. to provide highly available applications
- B. to provide compliant storage
- C. to control unauthorized access to specific data files
- D. to classify and understand the data content in files
- E. to identify and restore individual files from backups

Correct Answer: DE

QUESTION 17

What does Information Server provide in a file serving environment?

- A. file reporting and full data content search
- B. data classification for structured and unstructured data
- C. encryption of file-based data
- D. management of e-mail archive content

Correct Answer: A

**QUESTION 18**

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 Answer: BDE

QUESTION 19

Which NetApp disk-to-disk backup and recovery solution should a customer consider installing in remote offices when their data resides on Windows and Linux platforms?

- A. SnapVault for NetBackup
- B. Open Systems SnapVault
- C. SnapVault
- D. NearStore VTL

Correct Answer: B

QUESTION 20

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 Answer: AB

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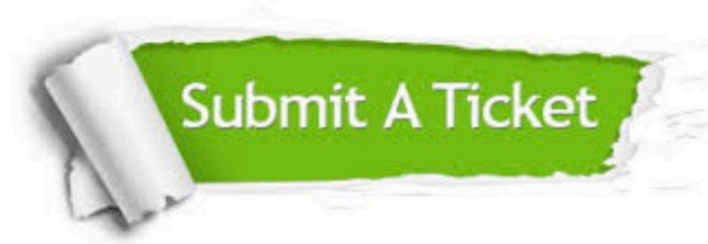
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