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QUESTION 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

Correct Answer: AD

QUESTION 2

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 3

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

Correct Answer: BD

QUESTION 4

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 5

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 6

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 you currently 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?

Correct Answer: B

QUESTION 7

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 8

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

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

Correct Answer: ABC

QUESTION 9

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

Correct Answer: B

QUESTION 10

Thin provisioning, based on NetApp FlexVol technology, is a storage allocation-on-demand functionality. Which three benefits does it provide to customers? (Choose three.)

- A. improved application performance
- B. reduced capital expenses for software
- C. improved storage utilization
- D. reduced capital expenses for storage
- E. simplified storage capacity planning

Correct Answer: CDE



QUESTION 11

A Windows storage consolidation objection you might encounter is that Microsoft provides only limited support for Windows when NetApp is involved. What is the most appropriate response to this objection?

- A. Microsoft and NetApp provide joint support through an OEM Premier Support Agreement.
- B. NetApp unified storage enables content and/or Write Once Read Many (WORM) storage on any NetApp system allowing Exchange to be more efficient.
- C. NetApp and Microsoft have a licensing agreement wherein Microsoft shares Windows communication protocols for data storage.
- D. NetApp experience in large-scale enterprise deployments has earned the trust of thousands of enterprise customers.

Correct Answer: A

QUESTION 12

A Windows storage consolidation objection you might encounter is that Microsoft provides only limited support for Windows when NetApp is involved. What is the most appropriate response to this objection?

- A. Microsoft and NetApp provide joint support through an OEM Premier Support Agreement.
- B. NetApp unified storage enables content and/or Write Once Read Many (WORM) storage on any NetApp system allowing Exchange to be more efficient.
- C. NetApp and Microsoft have a licensing agreement wherein Microsoft shares Windows communication protocols for data storage.
- D. NetApp experience in large-scale enterprise deployments has earned the trust of thousands of enterprise customers.

Correct Answer: A

QUESTION 13

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 14

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 15

NetApp is a member of the Oracle Hardware Assisted Resilient Data (HARD) Initiative and its products have been validated by Oracle HARD testing. Which three database-related issues does NetApp storage technology address? (Choose three.)

- A. preventing multi-disk failure within an Oracle database environment
- B. detecting and preventing potential data corruption before it occurs
- C. load balancing Oracle database workloads
- D. preventing accidental overwrites of business-critical data
- E. detecting any data corruption introduced during backup lifecycle management

Correct Answer: BDE

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