



# NS0-101<sup>Q&As</sup>

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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

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### QUESTION 2

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

- A. The customer's existing Windows environment is complex and contains multiple servers.
- B. The customer needs data 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 needs to reduce administrative and overhead costs.

Correct Answer: ACE

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### QUESTION 3

Which three activities can customers perform on the NetApp NOW self-service support Web site? (Choose three.)

- A. register NetApp products
- B. order software
- C. download software
- D. contact a local sales representative or reseller
- E. verify service contracts

Correct Answer: ACE

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#### QUESTION 4

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

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#### QUESTION 5

Companies running technical applications are continuously looking for ways to accomplish which two key business objectives? (Choose two.)

- A. accelerate time to market
- B. lower costs
- C. shorten backup windows
- D. maintain data recovery capability

Correct Answer: AB

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