



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

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### QUESTION 1

You are having a discussion with a customer about disk-to-disk (D2D) backup solutions. The customer comments, "Disk is too expensive as a backup media." What are two appropriate responses you can make? (Choose two.)

- A. Disks are becoming less expensive.
- B. Deduplication and incremental backups reduce costs.
- C. NetApp FlexClone reduces the storage requirements.
- D. NearStore VTL can optimize the tape environment.

Correct Answer: AB

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### QUESTION 2

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 3

Which three benefits does SnapVault provide to customers? (Choose three.)

- A. reduces backup time
- B. provides compliant backups
- C. provides integration with enterprise backup technologies
- D. reduces disk space consumption
- E. provides encrypted backups

Correct Answer: ACD

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#### QUESTION 4

Protection Manager is part of the Data Suite of products from the Manageability Software Family and provides the customer with a unified approach to managing the customer's \_\_\_\_.

- A. data replication policies
- B. storage-on-demand policies
- C. data encryption policies
- D. data classification policies

Correct Answer: A

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#### QUESTION 5

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

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