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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

What are two key benefits that NetApp provides to hospitals using Picture Archiving and Communications Systems (PACS)? (Choose two.)

- A. the ability to scale to hundreds of terabytes in one architecture
- B. the ability to encrypt the patients records
- C. the ability to provide Nearline storage for higher performance
- D. the ability to provide easier tape backup from a Snapshot

Correct Answer: AB

QUESTION 3

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

QUESTION 4

A customer utilizing NetApp storage for Windows and/or UNIX file services can expect to realize which benefit as it pertains to having a better RPO?

- A. minimal amount of data loss
- B. more concurrent users
- C. minimal time to recover files
- D. greater storage utilization

Correct Answer: A

QUESTION 5

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

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