

# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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## QUESTION 1

Which scenario presents a Nutanix sales opportunity for this healthcare company?

- A. A healthcare company needs to scan medical data from paper to digital
- B. A healthcare company needs longer battery life from their medical device carts
- C. A healthcare company needs to evaluate their wearable device management strategy
- D. A healthcare company has standardized on HPE hardware, but needs a private cloud experience

Correct Answer: A

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## QUESTION 2

Which is true for traditional 3tier architecture?

- A. The entire datacenter contained in 4U space
- B. Separate hardware components often from a number of different vendors
- C. Single management interface spanning servers, storage and hypervisor
- D. Single type of appliance continuously stacked to meet the needs of the business

Correct Answer: B

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## QUESTION 3

If a channel rep identifies an HX opportunity, where should they register the deal?

- A. The distributor
- B. Lenovo
- C. Nutanix
- D. The system integrator

Correct Answer: B

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## QUESTION 4

A prospect wants the benefits of HCI, but wants to avoid removing its existing Cisco UCS Infrastructure. What should be brought to the prospect's attention in this situation?

- A. Nutanix Enterprise Cloud software is fully tested to run on Cisco UCS servers at high performance with unlimited scalability

- B. Nutanix Enterprise Cloud software is 100% compatible with all hardware vendor platforms
- C. Nutanix provides the freedom to replace the Cisco hardware when it goes endoflife, after implementing the Nutanix Enterprise Cloud software solution
- D. When running on a cisco hyperflex, the company can still use its Cisco UCSinfrastructure

Correct Answer: A

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## QUESTION 5

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm
- C. Prism
- D. Xi

Correct Answer: A

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