

# NCSR-LEVEL-2<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 2

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## QUESTION 1

A customer is evaluating Microsoft Exchange, but is under the impression that Nutanix is less than ideal platform for Exchange. What should you highlight in this situation?

- A. The Hypervisor agnostic capabilities of Nutanix align with Microsoft mandate to run Exchange on Hyper-V
- B. As mailbox grow in number and size, isolating the compute and storage will reduce performance degradation
- C. Nutanix has a platform that combines compute and storage into a single appliance and allows for predictive mailbox growth for individual users
- D. Nutanix has an Exchange Solution Reviewed Program (ESRP) that has been validated by Microsoft for 50,000 customers

Correct Answer: C

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## QUESTION 2

A customer needs to simplify their physical network infrastructure and move toward a software-defined network architecture. Which Nutanix solution should the customer use to achieve this goal?

- A. Calm
- B. AHV
- C. Prism
- D. Flow

Correct Answer: C

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## QUESTION 3

A customer wants to avoid virtualization vendor lock-in and escalating licensing fees. Which Nutanix product is the only product on the market able to meet these requirements?

- A. Calm
- B. Xi
- C. Flow
- D. AHV

Correct Answer: D

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## QUESTION 4

What is the key feature of the Xi Disaster Recovery service that enables reliable execution of a DR process?

- A. Built-in security
- B. One-click failover
- C. Nutanix community edition
- D. ESXi to AHV conversion

Correct Answer: B

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## QUESTION 5

A prospect has regulatory concerns and requires network isolation of VMs that process personally identifiable information (PII). Which Nutanix solution address this concern?

- A. Prism Pro
- B. Calm
- C. Acropolis
- D. Flow

Correct Answer: D

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