

NCSR-LEVEL-3^{Q&As}

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QUESTION 1

A CIO has a requirement to reduce OpEx by 20% YoY. Which 2 data points should be illustrated to the CIO in this situation? (Choose 2)

- A. IDC states that managing Nutanix environment takes 71% less time than managing a legacy environment
- B. Gartner lists Nutanix as the leader in the Magic Quadrant above all other competitive offerings
- C. IDC claims Nutanix provides 5year TCO savings of 58%
- D. Gartner has validated that Nutanix achieves nondisruptive, rolling upgrades
- E. IDC states that Nutanix customers experience a 510% ROI on average over 5 years

Correct Answer: CE

QUESTION 2

An existing customer has recently acquired a company. The customer wants to isolate the new company's applications from their existing IT infrastructure as part of an integration process. Which product should you upsell?

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

Correct Answer: C

QUESTION 3

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations.

With whom should you conduct an ease of management value proposition discussion at this retail company?

- A. CIO
- B. IT Manager
- C. Store Manager
- D. Application Owner

Correct Answer: A

QUESTION 4

How does Nutanix allows Splunk to take full advantages of servers virtualization without the limitation of other solutions?

- A. Nutanix AFS delivers high performance storage for virtualization usable by Splunk
- B. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- C. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- D. Deduplication will reduce the footprint of the data making virtualization more straight forward

Correct Answer: C

QUESTION 5

What is the key benefit of Nutanix InstantON for Citrix Cloud?

- A. Nutanix InstantON is a preconfigured and packaged bundle for deploying Nutanix
- B. Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution
- C. Nutanix InstantON is automated, configfree application discovery, application aware backup and application aware recovery
- D. Nutanix InstantON is a predefined reference design for sub100 users deployments

Correct Answer: A

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