

# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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## QUESTION 1

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

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## QUESTION 2

What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

Correct Answer: B

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## QUESTION 3

Which action can you take to obtain a customized TCO/ROI report?

- A. Reference case studies published on the Nutanix website
- B. Engage Nutanix/Lenovo account manager
- C. Reference the Resource tab of the Nutanix Partner Portal
- D. Utilize the TCO/ROI calculation > [nutanix.com/tco](https://nutanix.com/tco)

Correct Answer: D

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## QUESTION 4

You are working with a prospect that has to make costly last minute purchases as a result of unpredicted storage growth. The prospect needs to avoid this problem in the future. Which Nutanix offering is inappropriate to upsell to this prospect?

- A. Calm
- B. AHV
- C. AFS
- D. Prism Pro

Correct Answer: D

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## QUESTION 5

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others want timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

- A. Faster time to market
- B. Simplified management
- C. Reduced TCO/faster ROI
- D. Predictable scaling performance

Correct Answer: B

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