

NCSR-LEVEL-3^{Q&As}

Nutanix Certified Sales Representative (NCSR): Level 3

Pass Nutanix NCSR-LEVEL-3 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.lead4pass.com/ncsr-level-3.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Nutanix
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



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

QUESTION 2

What should you highlight regarding the 2018 Gartner HCI Magic Quadrant?

- A. Nutanix systems are allflash platforms, which carries a premium price compared to the highcapacity hybrid solutions of other HCI competitors
- B. Nutanix provides a 510% ROI over 5 years and 98% less downtime
- C. Nutanix success is built on the sheer size of Windows Servers installed base, where even a small addressable market adoption represents significant success in the HCI onpremises market
- D. Nutanix is the leader. It has proven user acceptance and high customer satisfaction, which results in repeat sales and high node counts (100+) in large global enterprise accounts

Correct Answer: D

QUESTION 3

A customer adopts Nutanix for their VDI workload. In a followup discussion, it becomes apparent that the customer has newfound user profile and home directory storage.

Which Nutanix product should be positioned to this custome?

- A. ABS
- B. AHV
- C. Beam
- D. AFS

Correct Answer: D

QUESTION 4

The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with VMware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP spends on hypervisor licensing costs
- D. How much the VP pays the IT team

Correct Answer: C

QUESTION 5

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Correct Answer: C

[NCSR-LEVEL-3 PDF Dumps](#)

[NCSR-LEVEL-3 Exam Questions](#)

[NCSR-LEVEL-3 Braindumps](#)