

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

Nutanix Certified Sales Representative (NCSR): Level 3

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**QUESTION 1**

An IT Director needs to deploy a "Cloud Strategy Team" but does not have the budget to hire a new fulltime employee. How does Nutanix help customers in these situation?

- A. Nutanix offers presales engineers at a discounted rate to consult with customers
- B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions
- C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers
- D. Nutanix engages its Executive Search Arm (ESA) to find customers the proper candidates/resources

Correct Answer: B

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**QUESTION 2**

How does Nutanix allow 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 3**

A system administrator is updating 3 tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is considering Nutanix as an alternative architecture as a standard for future projects.

Which advantage will the Nutanix solution provide to help the system administrator in this situation?

- A. Consolidation of the high cost of support
- B. Single update point with an HCI product
- C. Quick response to the business unit
- D. Ability to upgrade a SAN through single GUI

Correct Answer: B

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**QUESTION 4**

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

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## QUESTION 5

How can I easily learn more about Nutanix Ready AHV validated solutions?

- A. Visit Nutanix Ready compatibility Matrix available online in the Support portal
- B. This information is not available. It is confidential
- C. Since AHV is an open platform, you don't have to worry about compatible solutions
- D. We are working on Nutanix Ready AHV validated solutions, but they are not ready yet

Correct Answer: A

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