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QUESTION 1

Which scenario presents a Nutanix sales opportunity?

- A. A manufacturing customer revamping its SAP environment
- B. A manufacturing customer wants software to monitor their factory production
- C. A manufacturing customer wants the ability to regulate the physical security in its warehouse
- D. A manufacturing company wants to revamp its automation tools during the manufacturing process

Correct Answer: A

QUESTION 2

A large financial customer buys a strings of bank branch offices. They want to roll out a standardized platform to all branch offices. Two main pain points are the need for single pane of glass and the need to eliminate the ongoing Vmware license fees Which 2

Nutanix technologies are appropriate to address this customer's needs?

- A. AHV and Calm
- B. Prism and AFS
- C. Zookeeper and Cassandra
- D. Prism and AHV

Correct Answer: D

QUESTION 3

Which scenario presents an opportunity for Nutanix Solution?

- A. A school has standardized on Dell hardware and uses HyperV
- B. A school is exploring options to optimize classroom productivity
- C. A school needs options for BYOD in the classroom
- D. A school needs to regulate network traffic to certain websites

Correct Answer: A

QUESTION 4

Which scenario presents an opportunity for Nutanix Solution for a financial firm?

- A. The financial firm needs to secure the data around it's microtransactions
- B. The financial firm's limited staff needs to solve problem faster
- C. The financial firm needs to improve the office internet speed
- D. The financial firm needs to prevent use of BYOD on their network

Correct Answer: B

QUESTION 5

When pitching the value of 1click simple upgrades, which proof point should be used?

- A. 71% less time to manage Nutanix environment
- B. 5 year ROI of 510%
- C. 98% fewer occurrence of unplanned downtime
- D. Average investment payback period of 7.5 months

Correct Answer: A

QUESTION 6

HCI's rapid time to market is due to which features?

- A. There are fewer steps required for setup
- B. The setup process is the same as 3tier but is highly automated
- C. Only part of infrastructure must be setup initially, the rest can happen later
- D. Fractional consumption leads to smaller POS that get approved quicker than large PO

Correct Answer: A

QUESTION 7

A customer using multiple management interface to manage their infrastructure, which feature should you recommend?

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

Correct Answer: D

QUESTION 8

A prospect is concerned about large upfront expenditures for a datacenter refresh. Which value proposition of HCI should be positioned to this prospect?

- A. Continuous Innovation
- B. Rapid Time to Market
- C. OneClick Simplicity
- D. Fractional IT Consumption

Correct Answer: D

QUESTION 9

Which scenario presents an opportunity for Nutanix Solution?

- A. A mid-sized business needs to encrypt the data in its emails
- B. A mid-sized business needs to increase the throughput of its network
- C. A mid-sized business needs want to balance renting and buying infrastructure
- D. A mid-sized retail company needs to track customer movements while customers are in the store

Correct Answer: C

QUESTION 10

Which scenario presents an opportunity for Nutanix Solution for a retail company?

- A. A company is upgrading its server environment at each remote store
- B. A company is upgrading its point of sales software
- C. A company needs to make credit card transactions to be more secure
- D. A company is evaluating its search engine optimization strategy

Correct Answer: A

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