

NCSR-LEVEL-2^{Q&As}

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QUESTION 1

A customer needs to eliminate hypervisor licensing and reduce costs at the DR site. Which Nutanix product should be used to meet this goal?

- A. Calm
- B. AHV
- C. AFS
- D. Flow

Correct Answer: B

QUESTION 2

A customer is considering changing server manufacturers in the next 12 to 18 months. Which Nutanix solution should be positioned for this customer?

- A. Prism
- B. Nutanix Software
- C. Xi
- D. IBM HCI powered by Nutanix

Correct Answer: B

QUESTION 3

A VMware customer is in between buying cycle and indicates they lack the budget for both storage and server. Which strategy should you use to address the customer's constraints in this situation?

- A. Engage distribution to leverage Nutanix buy-back program
- B. Recommend a Nutanix healthcheck of their current environment
- C. Review their VMware spending and explore a migration to AHV
- D. Set a meeting when their refresh cycles coincide

Correct Answer: C

QUESTION 4

Which Nutanix product is delivered security hardened and includes built-in security throughout the entire development cycle?

A. Prism

B. AHV

C. Sizer

D. Calm

Correct Answer: B

QUESTION 5

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?

A. Nutanix software running on HPE Synergy

B. Nutanix software running on HPE DL380

C. Nutanix NX Appliance

D. Nutanix software running on HPE Apollo

Correct Answer: B

QUESTION 6

What differentiator refers to the ability to avoid 3-tier architecture performance degradation when adding users or workloads to an existing environment?

A. Predictable Linear Performance

B. Enterprise Cloud Services

C. CPU Performance

D. Time to Deploy

Correct Answer: A

QUESTION 7

Which two 3rd-party x86 servers are included in the Nutanix hardware compatibility list (HCL) as validated Nutanix software rather than OEM? (Choose 2)

A. Oracle SPARC Servers

B. IBM Power Servers

C. HP ProLiant Servers

D. Cisco UCS Servers

E. Huawei servers

Correct Answer: CD

QUESTION 8

A customer struggles with application-level security. Policy creation for the applications is difficult due to lack of domain knowledge or application complexity. Which Nutanix product can address this issue?

A. Prism Pro

B. AHV

C. Flow

D. Acropolis Network Services

Correct Answer: D

QUESTION 9

What is the website address to access the Nutanix hosted demo?

A. demo.nutanix.com

B. portal.nutanix.com

C. mynutanix.nutanix.com

D. www.nutanix.com/demo

Correct Answer: A

QUESTION 10

A prospect is under the impression that Unified Communication (UC) can only run in a dedicated environment. How should you respond to this prospect?

A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications

B. Nutanix recommends isolating UC environments for security purposes

C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avaya, Cisco and Microsoft

D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

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