

NCSR-LEVEL-3^{Q&As}

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QUESTION 1

The customer's IT team is interested in moving to public cloud for the cost saving they are expecting. The IT team is not interested to evaluate Nutanix's solution.

Which question should you ask to help overcome this barrier to entry?

- A. What is your disaster recovery strategy in this cloud?
- B. How will you monitor the costs of your public cloud services?
- C. Which public cloud offering are you evaluating for this move?
- D. How will your CAPEX costs change by moving to the public cloud?

Correct Answer: B

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

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

- A. The Nutanix NPS is based on responses from its top 50 customers
- B. Since 2014, Nutanix NPS has been 90+
- C. Nutanix NPS is in line with the industry average
- D. Nutanix NPS has grown exponentially over the last few years

Correct Answer: B

QUESTION 4

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix enterprise cloud platform.

What are 2 valueadds that ASU realized after deploying Nutanix Enterprise Cloud? (Choose 2)

- A. The ability to run multiple hypervisors in their production environment
- B. The freedom to deploy Nutanix software on their already existing Cisco UCS server
- C. Reduced footprint from 4 racks to 1
- D. Reduction in OpEx by 24x
- E. Significant reduction in downtime

Correct Answer: DE

QUESTION 5

Why should you include IDC report in a customer proposal?

- A. To highlight Nutanix history as a company
- B. To include positive customer experiences after implementing Nutanix
- C. To highlight IDC as a wellknown and welltrusted company
- D. To showcase effective reference architectures and the value of good POCs

Correct Answer: B

QUESTION 6

A customer adopts Nutanix for their VDI workload. In a followup discussion, it becomesapparent 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 7

The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an onsite POC to overcome this lastminute objection?

- A. Nutanix customer reference
- B. Community Edition
- C. Try and Buy
- D. More discount

Correct Answer: C

QUESTION 8

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

QUESTION 9

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. Which requirement should be included in the RFP to support this goal?

- A. Must have 1min RPO capability
- B. Must have snapshots capability
- C. Must have fibre connectivity between sites
- D. Must have compression enabled by default

Correct Answer: A

QUESTION 10

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

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