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QUESTION 1

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 2

Which action can you take to obtain a customized TCO/ROI report?

A. Reference case studies published on the Nutanix website

B. Engage Nutanix/Lenovo account manager

C. Reference the Resource tab of the Nutanix Partner Portal

D. Utilize the TCO/ROI calculation > nutanix.com/tco

Correct Answer: D

QUESTION 3

An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience.

Which business value should you highlight with the application owner?

A. Increase application performance

B. Provides fractional consumption

C. Delivers faster time to value

D. Offers freedom of choice

Correct Answer: A

QUESTION 4

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others wants timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

A. Faster time to market

B. Simplified management

C. Reduced TCO/faster ROI

D. Predictable scaling performance

Correct Answer: B

QUESTION 5

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 deault

Correct Answer: A

QUESTION 6

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

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Correct Answer: A

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

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 9

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to takeadvantage of better discounts. Which customer benefits does this most model conflict?

A. Scale quickly

B. Freedom of choice

C. Fractional consumption

D. Simple to manage

Correct Answer: C

QUESTION 10

A Vmware customer evaluating HCI prefers VSAN. The customer understand that Nutanix is market leader, but believes that VSAN is "good enough" for their needs.

What is an example of a question that you should respond in this situation?

A. What is your IT budget for next year?

B. Are you interested in reducing your virtualizing licensing cost?

C. What hardware platform would you run Nutanix on given the choice?

D. What VMs would you run in the public cloud?

Correct Answer: B

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