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QUESTION 1

Which scenario presents a Nutanix sales opportunity for this healthcare company?

A. A healthcare company needs to scan medical data from paper to digital

B. A healthcare company needs longer battery life from their medical device carts

C. A healthcare company needs to evaluate their wearable device management strategy

D. A healthcare company has standardized on HPE hardware, but needs a private cloud experience

Correct Answer: A

QUESTION 2

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 3

What is the main advantage of moving into HCI?

A. Multiple storage tiers ensure redundancy

B. Single management interface reduces complexity

C. Simplified architecture ensures virus protection

D. Simplified infrastructure design reduce wear on SSD

Correct Answer: B

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

Which Nutanix product provides ease of application, automation, and lifecycle management?

A. XRay

B. Calm

C. Xtract

D. AHV

Correct Answer: B

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