



# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

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

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#### QUESTION 2

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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#### QUESTION 3

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

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#### QUESTION 4

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm



C. Prism

D. Xi

Correct Answer: A

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#### QUESTION 5

What must be considered when deploying Nutanix?

A. Storage requirement for next 5 years

B. LUN provisioning

C. Tolerance for downtime

D. Applications and workloads

Correct Answer: D

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