NCSR-LEVEL-3^Q&As

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QUESTION 1

You are working with a prospect that has to make costly last minute purchases as a result of unpredicted storage growth. The prospect needs to avoid this problem in the future. Which Nutanix offering isappropriate to upsell to this prospect?

A. Calm

B. AHV

C. AFS

D. Prism Pro

Correct Answer: D

QUESTION 2

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

QUESTION 3

How does Veeam compliment Nutanix infrastructure, what are the most relevant capabilities?

A. Instant VM Recovery: With a few mouse clicks, recover VMs and their associated data in seconds directly from backup copies to ensure critical application recovery SLAs

B. Life cycle management: This allows customers to integrate key functionality such as SnapShots and cloning for their application. Managing effective Da2 Operatons

C. Management Pack for System Center: The Veeam MP for System Center will enable administrators to manage their Nutanix through System Center

D. Availability for Azure Stack: Veeam Availability for Azure Stack can help manage HyperV environments on Nutanix

Correct Answer: A

QUESTION 4

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations.

With whom should you conduct an ease of management value proposition discussion at this retail company?

A. CIO

B. IT Manager

C. Store Manager

D. Application Owner

Correct Answer: A

QUESTION 5

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

A. Scale quickly

B. Freedom of choice

C. Fractional consumption

D. Simple to manage

Correct Answer: C

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