# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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**QUESTION 1**

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 2**

How does Nutanix allows Splunk to take full advantages of servers virtualization without the limitation of other solutions?

A. Nutanix AFS delivers high performance storage for virtualization usable by Splunk

B. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform

C. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally

D. Deduplication will reduce the footprint of the data making virtualization more straight forward

Correct Answer: C

**QUESTION 3**

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 4**

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 5

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?

A. Must have 1min RPO capability

B. Must have snapshots capability

C. Must have fibre connectivity between sites

D. Must have compression enabled by deult

Correct Answer: A

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