



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

Nutanix Certified Sales Representative (NCSR): Level 3

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**QUESTION 1**

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

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**QUESTION 2**

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

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**QUESTION 3**

The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with Vmware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP spends on hypervisor licensing costs
- D. How much the VP pays the IT team

Correct Answer: C

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**QUESTION 4**



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

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#### QUESTION 5

An existing customer has recently acquired a company. The customer wants to isolate the new company's applications from their existing IT infrastructure as part of integration process. Which product should you upsell?

- A. Beam
- B. Xi
- C. Flow
- D. Calm

Correct Answer: C

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