



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

Nutanix Certified Sales Representative (NCSR): Level 3

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**QUESTION 1**

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 an integration process. Which product should you upsell?

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

Correct Answer: C

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**QUESTION 2**

A CIO has a requirement to reduce OpEx by 20% YoY. Which 2 data points should be illustrated to the CIO in this situation? (Choose 2)

- A. IDC states that managing Nutanix environment takes 71% less time than managing a legacy environment
- B. Gartner lists Nutanix as the leader in the Magic Quadrant above all other competitive offerings
- C. IDC claims Nutanix provides 5-year TCO savings of 58%
- D. Gartner has validated that Nutanix achieves nondisruptive, rolling upgrades
- E. IDC states that Nutanix customers experience a 510% ROI on average over 5 years

Correct Answer: CE

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**QUESTION 3**

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

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#### QUESTION 4

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 is inappropriate to upsell to this prospect?

- A. Calm
- B. AHV
- C. AFS
- D. Prism Pro

Correct Answer: D

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#### QUESTION 5

A financial firm leverages Nutanix for VDI. The firm needs a highperformance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

- A. Splunk on Nutanix
- B. Cisco UCS on Nutanix software
- C. Commvault for backup at primary and DR sites
- D. IBM Power on Nutanix

Correct Answer: A

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