



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

Nutanix Certified Sales Representative (NCSR): Level 1

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**QUESTION 1**

An oil company looking at solution to help avoid future outages and unplanned downtime while transitioning to the cloud for its DR strategy. Which Nutanix benefits should you highlight?

- A. Nutanix offers unlimited scalability with synchronous replication for easy sitetosite DR
- B. Nutanix offers 98% fewer occurrences in unplanned downtime and cloud connect features for DR to the cloud
- C. Nutanix helps eliminate excess costs related to datacenter space, power and cooling with no hypervisor lockin
- D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

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**QUESTION 2**

What is the key benefit of Nutanix's automated STIG?

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and selfhealing

Correct Answer: D

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**QUESTION 3**

A prospect wants to get updated information on Nutanix technologies. Which location would you recommend?

- A. "Contact Us" page in Nutanix.com
- B. Nutanix LinkedIn Home Page
- C. Webinars on Nutanix.com
- D. Reddit

Correct Answer: C

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**QUESTION 4**

Which is true for traditional 3tier architecture?

- A. The entire datacenter contained in 4U space



- B. Separate hardware components often from a number of different vendors
- C. Single management interface spanning servers, storage and hypervisor
- D. Single type of appliance continuously stacked to meet the needs of the business

Correct Answer: B

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#### QUESTION 5

A prospect wants the benefits of HCI, but wants to avoid removing its existing Cisco UCS Infrastructure. What should be brought to the prospect's attention in this situation?

- A. Nutanix Enterprise Cloud software is fully tested to run on Cisco UCS servers at high performance with unlimited scalability
- B. Nutanix Enterprise Cloud software is 100% compatible with all hardware vendor platforms
- C. Nutanix provides the freedom to replace the Cisco hardware when it goes endoflife, after implementing the Nutanix Enterprise Cloud software solution
- D. When running on a cisco hyperflex, the company can still use its Cisco UCS infrastructure

Correct Answer: A

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#### QUESTION 6

Which scenario presents an opportunity for Nutanix Solution?

- A. A sport team needs digital signage solutions for inside the stadium
- B. A sport team needs mobile device management options for their digital playbook
- C. A sport team needs mobile devices to use on the field to assist in realtime calling
- D. A sport team needs infrastructure to track and analyze player sensor data

Correct Answer: D

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#### QUESTION 7

Which value proposition is appropriate to Nutanix's "pay as you grow" web scale infrastructure?

- A. Predictive capacity planning and analysis
- B. Continuous innovation and feature updates
- C. Automation and selfhealing capabilities
- D. A single unified management pane



Correct Answer: A

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### QUESTION 8

A customer is considering moving to the public cloud. What does the customer need to consider?

- A. Hypervisor choice
- B. Data locality
- C. Security
- D. Virtual machines

Correct Answer: C

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### QUESTION 9

What do Nutanix nodes use to communicate with each other?

- A. Calm
- B. Top of rack switch
- C. DSF
- D. The chassis

Correct Answer: B

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### QUESTION 10

A customer has a dataintensive application that generates a lot of reads and writes. What benefit does Nutanix offer that should be positioned for this customer?

- A. Data protection
- B. Data deduplication
- C. Data redundancy
- D. Data locality

Correct Answer: D

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