NCSR-LEVEL-2^{Q&As}

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QUESTION 1

A prospect is under the impression that Unified Communication (UC) can only run in adedicated environment. How should you respond to this prospect?

A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications

B. Nutanix recommends isolating UC environments for security purposes

C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avalya, Cisco and Microsoft

D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

QUESTION 2

A customer is considering public cloud instead of Nutanix. Which value driver should you use in this situation?

A. Nutanix has the ability to enable an on-premise cloud experience

B. Nutanix has the ability to provide rapid time to market

C. Nutanix has the ability to migrate customers from different hypervisors to AHV

D. Nutanix has the ability to address budget concerns with a positive TCO/ROI

Correct Answer: A

QUESTION 3

A prospect buys a very expensive ELA for vSphere Enterprise Plus. Which Nutanixproduct can replace the most common vSphere functions and is included in thesolution at no additional cost?

A. AHV

B. Prism Pro

C. Calm

D. Xi

Correct Answer: A

QUESTION 4

A customer is evaluating Microsoft Exchange, but is under the impression that Nutanix is less than ideal platform for Exchange. What should you highlight in this situation?

A. The Hypervisor agnostic capabilities of Nutanix align with Microsoft mandate to run Exchange on Hyper-V

B. As mailbox grow in number and size, isolating the compute and storage will reduce performance degradation

C. Nutanix has a platform that combines compute and storage into a single appliance and allows for predictive mailbox growth for individual users

D. Nutanix has an Exchange Solution Reviewed Program (ESRP) that has been validated by Microsoft for 50,000 customers

Correct Answer: C

QUESTION 5

What is the key feature of the Xi Disaster Recovery service that enables reliableexecution of a DR process?

A. Built-in security

B. One-click failover

C. Nutanix community edition

D. ESXi to AHV conversion

Correct Answer: B

QUESTION 6

What enables customers to experience the Nutanix Enterprise CloudPlatform at no cost?

A. Acropolis Starter

B. Nutanix Express

C. Prism Starter Edition

D. Community Edition

Correct Answer: D

QUESTION 7

How is the Prism User Interface accessed?

A. From a storage array

B. From a locally installed Windows application

C. Through the Nutanix Marketplace

D. Via any web-based browser

Correct Answer: D

QUESTION 8

A customer needs to reduce the number of highly paid IT specialists required for the management of storage and virtualization. Which Nutanix product should you proposeto solve this problem?

A. Xi

B. Prism

C. AFS

D. Sizer

Correct Answer: B

QUESTION 9

For which type of user is Nutanix community edition (CE) designed?

A. A user interested in benchmarking their datacenter

B. A user who wants to test the performance capabilities of Nutanix

C. A user interested in test driving features on their own test hardware and infrastructure

D. A user who needs a backup environment while upgrading to the latest version of Acropolis

Correct Answer: C

QUESTION 10

A VDI administrator is frustrated with being unable to scale home directories, userprofiles, and departmental shares as the number of VDI users grows. Which feature should he use to solve this problem?

A. AFS has elastic capabilities

B. AFS allows users to collaborate on files easier

C. AFS can mitigate the effects of a bootstorm

D. Prism helps troubleshoot issues much faster

Correct Answer: A

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