



NCSR-LEVEL-3^{Q&As}

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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

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. 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 default

Correct Answer: A

QUESTION 3

A large insurance company's plan to prevent a data breach are completely outdated. A breach would cost the company millions to rectify, incur compliance, fines, and erode their public image.

With whom should you have this business discussion?

- A. IT Director
- B. Security Manager
- C. Application Owner
- D. Chief Information Security Officer

Correct Answer: D

**QUESTION 4**

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

- A. Reduced TCO and increased ROI
- B. Reduced complexity with a single GUI
- C. Rapid time to market
- D. Reduction in IT headcount

Correct Answer: C

QUESTION 5

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

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

Correct Answer: C

QUESTION 6

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

QUESTION 7

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 5year 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

QUESTION 8

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 9

A system administrator is updating 3tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is consideringNutanix as an alternative architecture as a standard for future projects.

Which advantage will the Nutanix solution provide to help the system administrator in this situation?

- A. Consolidation of the high cost of support
- B. Single update point with an HCI product
- C. Quick response to the business unit
- D. Ability to upgrade a SAN through single GUI

Correct Answer: B

QUESTION 10

An IT Director is having compliance issues due to unmanageable "Shadow IT" in their organization. Because of these issues, the IT Director needs to provide infrastructure services faster to their organization. Which solution is more appropriate for this customer?

- A. Calm



B. Flow

C. Prism Pro

D. Beam

Correct Answer: A

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