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Nutanix Certified Sales Representative (NCSR): Level 3

Nutanix NCSR-Level-3

Version Demo

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QUESTION NO: 1

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 Nuanix 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

ANSWER: C E

QUESTION NO: 2

An IT Director needs to deploy a “Cloud Strategy Team”but does not have the budget tohire a new fulltime employee. How does Nutanix help customers in these situation?

A. Nutanix offers presales engineers at a discounted rate to consult with customers

B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions

C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers

D. Nutanix engages its Executive Search Arm (ESA) to find customers the prope candidates/resources

ANSWER: B

QUESTION NO: 3

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

A. The Nutanix NPS is based on responses from its top 50 customers

B. Since 2014, Nutanix NPS has been 90+

C. Nutanix NPS is in line with the industry average

D. Nutanix NPS has grown exponentially over the last few years

ANSWER: B

QUESTION NO: 4

The director of a big data organization appreciates the overall Nutanix value proposition but is skeptical that it can perform in a large Splunk deployment.

Which case studies should you use to overcome the skepticism?

A. Bentley's

B. Maryland Lottery

C. Hitachi

D. NASDAQ

ANSWER: D

QUESTION NO: 5

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

ANSWER: C

QUESTION NO: 6

Consider the Arizona State University (ASU) story in which they reaped the benefits of a

Nutanix enterprise cloud platform. What are 2 valueadds that ASU realized after deploying Nutanix Enterprise Cloud? (Choose 2)

A. The ability to run multiple hypervisors in their production environment

B. The freedom to deploy Nutanix software on their already existing Cisco UCS server

C. Reduced footprint from 4 racks to 1

D. Reduction in OpEx by 24x

E. Significant reduction in downtime

ANSWER: D E

QUESTION NO: 7

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

ANSWER: C