

Nutanix.NCSR-LEVEL-1.by.Zendky.31q

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Exam A

QUESTION 1

HCI's rapid time to market is due to which features?

- A. There are fewer steps required for setup
- B. The setup process is the same as 3-tier but is highly automated
- C. Only part of infrastructure must be setup initially, the rest can happen later
- D. Fractional consumption leads to smaller POS that get approved quicker than large PO

Correct Answer: A

Section:

QUESTION 2

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

- A. Predictive Operations could help the IT save time monitoring and troubleshooting
- B. Move to Acropolis Ultimate Licensing would help customer reduce management time
- C. Deploying Prism Central would make the customer's environment more secure
- D. Converting all nodes to flash would reduce maintenance requirements and costs

Correct Answer: A

Section:

QUESTION 3

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 real-time calling
- D. A sport team needs infrastructure to track and analyze player sensor data

Correct Answer: D

Section:

QUESTION 4

Which scenario presents an opportunity for Nutanix Solution?

- A. A mid-sized business needs to encrypt the data in its emails
- B. A mid-sized business needs to increase the throughput of its network
- C. A mid-sized business needs want to balance renting and buying infrastructure
- D. A mid-sized retail company needs to track customer movements while customers are in the store

Correct Answer: C



Section:

QUESTION 5

Which scenario presents an opportunity for Nutanix Solution?

- A. A school has standardized on Dell hardware and uses Hyper-V
- B. A school is exploring options to optimize classroom productivity
- C. A school needs options for BYOD in the classroom
- D. A school needs to regulate network traffic to certain websites

Correct Answer: A

Section:

QUESTION 6

Which scenario presents an opportunity for Nutanix Solution for a retail company?

- A. A company is upgrading its server environment at each remote store
- B. A company is upgrading its point of sales software
- C. A company needs to make credit card transactions to be more secure
- D. A company is evaluating its search engine optimization strategy

Correct Answer: A

Section:

QUESTION 7

Which scenario presents an opportunity for Nutanix Solution for a financial firm?

- A. The financial firm needs to secure the data around it's microtransactions
- B. The financial firm's limited staff needs to solve problem faster
- C. The financial firm needs to improve the office internet speed
- D. The financial firm needs to prevent use of BYOD on their network

Correct Answer: B

Section:

QUESTION 8

Midsized business is looking to move off to Office365 and refresh their onsite infrastructure. What workload associated to Office365 can Nutanix manage?

- A. Oracle
- B. Openstack
- C. SAP
- D. Exchange

Correct Answer: D

Section:

QUESTION 9



Nutanix consistently delivers an NPS score in the high 90's. When should this differentiator be mentioned to a customer?

- A. The customer is frustrated with vendor lock-on
- B. The customer is dealing with multiple hardware vendors
- C. The customer is concerned about security
- D. The customer is struggling with application upgrades

Correct Answer: B

Section:

QUESTION 10

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 end-of-life, 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

Section:

QUESTION 11

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 site-to-site 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 lock-in
- D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

Section:

QUESTION 12

Which scenario presents a Nutanix sales opportunity for this healthcare company?

- A. A healthcare company needs to scan medical data from paper to digital
- B. A healthcare company needs longer battery life from their medical device carts
- C. A healthcare company needs to evaluate their wearable device management strategy
- D. A healthcare company has standardized on HPE hardware, but needs a private cloud experience

Correct Answer: A

Section:

QUESTION 13

A prospect is concerned about large upfront expenditures for a datacenter refresh. Which value proposition of HCI should be positioned to this prospect?

- A. Continuous Innovation
- B. Rapid Time to Market
- C. One-Click Simplicity
- D. Fractional IT Consumption

Correct Answer: D

Section:

QUESTION 14

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

Section:

QUESTION 15

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 self-healing capabilities
- D. A single unified management pane

Correct Answer: A

Section:

QUESTION 16

What can be accomplished with "One-Click" in Prism?

- A. Fibre Channel provisioning
- B. Storage Pool creation
- C. Infrastructure Upgrade
- D. CRM management

Correct Answer: C

Section:

QUESTION 17

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

Section:

QUESTION 18

What best describes the function of Nutanix Calm?

- A. Application Block Services
- B. Cloud-based disaster recovery
- C. Application automation
- D. Enterprise file services

Correct Answer: C

Section:

QUESTION 19

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm
- C. Prism
- D. Xi

Correct Answer: A

Section:

QUESTION 20

Which Nutanix product provides ease of application, automation, and lifecycle management?

- A. X-Ray
- B. Calm
- C. Xtract
- D. AHV

Correct Answer: B

Section:

QUESTION 21

When pitching the value of 1-click simple upgrades, which proof point should be used?

- A. 71% less time to manage Nutanix environment
- B. 5 year ROI of 510%
- C. 98% fewer occurrence of unplanned downtime
- D. Average investment payback period of 7.5 months

Correct Answer: A



Section:

QUESTION 22

A customer often postpones upgrades to avoid downtime. How can Nutanix help?

- A. One-click operations
- B. Built-in hypervisor
- C. Unified management console
- D. Cloud-based disaster recovery

Correct Answer: A

Section:

QUESTION 23

How does HCI delivers continuous innovation?

- A. Allows new software features and capabilities to be frequently rolled-in, non disruptively
- B. It decouples the compute from the storage, making it easier to upgrade them independent from each other
- C. Future proofs infrastructure for compatibility with the latest specialized hardware
- D. Enables the ability to scale infrastructure on demand, as the business grows

Correct Answer: D

Section:

QUESTION 24

How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?

- A. It provides the best security available as well as the most efficient control for a public cloud solution
- B. It combines agility and simplicity of the public cloud with the security and control of a private cloud
- C. It delivers all benefits of a public cloud in an all on-premises solution
- D. It is a public cloud solution and is easy to manage

Correct Answer: B

Section:

QUESTION 25

A customer has a data-intensive 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

Section:



QUESTION 26

Which is true for traditional 3-tier 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

Section:

QUESTION 27

What is the main advantage of moving into HCI?

- A. Multiple storage tiers ensure redundancy
- B. Single management interface reduces complexity
- C. Simplified architecture ensures virus protection
- D. Simplified infrastructure design reduce wear on SSD

Correct Answer: B

Section:

QUESTION 28

What must be considered when deploying Nutanix?

- A. Storage requirement for next 5 years
- B. LUN provisioning
- C. Tolerance for downtime
- D. Applications and workloads

Correct Answer: D

Section:

QUESTION 29

Which initial service does Xi Cloud offer?

- A. Disaster Recovery Service
- B. VDI Service
- C. Database Service
- D. Email Service

Correct Answer: A

Section:

QUESTION 30

What yearly event does Nutanix host for customer appreciation?



- A. XTreme
- B. .NEXT
- C. Activate
- D. Xlive!

Correct Answer: B
Section:

QUESTION 31

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
Section:

