Exam Code: NCSR-LEVEL-2

Exam A

QUESTION 1
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
Section:

QUESTION 2
Which Nutanix product provides centralized governance based on role-based accesscontrol to improve ROI and reduce TCO?

A. Calm

B. Prism

C. Sizer

D. X-ray

Correct Answer: B
Section:

QUESTION 3
A customer wants to avoid virtualization vendor lock-in and escalating licensing fees.
Which Nutanix product is the only product on the market able to meet these requirements?

A. Calm

B. Xi

C. Flow

D. AHV

Correct Answer: D
Section:

QUESTION 4
What is the benefits of term-based licensing offered from Nutanix?

A. It is the only software offering that applies to all hardware platforms

B. It includes a free subscription to Prism Pro

C. It is transferable from one Nutanix validated hardware platform another

D. It includes special features such as deduplication and compression

Correct Answer: C
Section:

QUESTION 5
What is the website address to access the Nutanix hosted demo?

A. demo.nutanix.com

B. portal.nutanix.com

C. mynutanix.nutanix.com

D. www.nutanix.com/demo

Correct Answer: A
Section:

QUESTION 6
An AWS customer is experiencing the financial impact of public cloud lock-in and requires long term flexibility and choice across clouds.
Which Nutanix product can help with multi-cloud platform?

A. Calm

B. AHV

C. Xi

D. AFS

Correct Answer: A
Section:

QUESTION 7
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 propose to solve this problem?

A. Xi

B. Prism

C. AFS

D. Sizer

Correct Answer: B
Section:

QUESTION 8
An existing customer requires Nutanix support for both hardware and software.
What is the appropriate solution to highlight with the customer?

A. Lenovo HX

B. DellEMC XC core

C. Nutanix NX

D. Nutanix software

Correct Answer: C

Section:

QUESTION 9
A prospect is considering Nutanix but says that 10% of their workload runs on bare metal. How should you respond to the customer?

A. Nutanix can support bare metal workloads through ABS such as Oracle RAC and Microsoft SQL
B. Nutanix will be announcing the ability to support bare metal for the first time in their new release
C. Nutanix partners with a 3rd party software to allow customers to run bare metal workloads
D. The customer needs to virtualize in order to use Nutanix

Correct Answer: A
Section:

QUESTION 10
A customer needs to simplify their physical network infrastructure and move towards software defined network architecture. Which Nutanix solution should you propose to the customer?

A. Calm
B. AHV
C. Flow
D. Prism

Correct Answer: C
Section:

QUESTION 11
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
Section:

QUESTION 12
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
Section:

QUESTION 13

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?

A. Nutanix software running on HPE Synergy
B. Nutanix software running on HPE DL380
C. Nutanix NX Appliance
D. Nutanix software running on HPE Apollo

Correct Answer: B
Section:

QUESTION 14
A customer is using legacy infrastructure. The existing legacy infrastructure vendor's sales team is competing for this project. The customer wants to continue to use thatserver platform. What should a Nutanix seller position to the customer in this case?

A. Prism
B. Nuatnix NX
C. Nutanix Software
D. Xi

Correct Answer: C
Section:

QUESTION 15
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
Section:

QUESTION 16
A customer has an existing purchasing agreement with Lenovo. What is an appropriatesolution to highlight with the customer?

A. Lenovo HX Certified Node
B. Cisco UCS
C. Nuanix NX Appliance

Correct Answer: A
Section:

QUESTION 17
Which Nutanix product is delivered security hardened and includesbuilt-in security throughout the entire development cycle?

A. Prism

B. AHV

C. Sizer

D. Calm

Correct Answer: B
Section:

QUESTION 18
A customer needs to eliminate hypervisor licensing and reduce costs at the DR site. Which Nutanix product should be used to meet this goal?

A. Calm

B. AHV

C. AFS

D. Flow

Correct Answer: B
Section:

QUESTION 19
An IT administrator is frustrated with having to create multiple and similarenvironment everyday.
Which Nutanix solution can automate this task?

A. Acropolis

B. AHV

C. Flow

D. Calm

Correct Answer: D
Section:

QUESTION 20
A customer is considering changing server manufacturers in the next 12 to 18months. Which Nutanix solution should be positioned for this customer?

A. Prism

B. Nutanix Software

C. Xi

D. IBM HCI powered by Nutanix

Correct Answer: B
Section:

QUESTION 21
A prospect has regulatory concerns and requires network isolation of VMs that processpersonally identifiable information (PII). Which Nutanix solution address this concern?

A. Prism Pro

B. Calm

C. Acropolis

D. Flow

Correct Answer: D
Section:

QUESTION 22
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
Section:

QUESTION 23
A VDI administrator is frustrated with being unable to scale home directories, user profiles, and departmental shares as the number of VDI users grows. Which featureshould 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
Section:

QUESTION 24
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
Section:

QUESTION 25
A customer struggles with application-level security. Policy creation for the applicationsis difficult due to lack of domain knowledge or application complexity. Which Nutanixproduct can address this issue?

A. Prism Pro
B. AHV
C. Flow
D. Acropolis Network Services

Correct Answer: D

QUESTION 26
A customer needs to simplify their physical network infrastructure and move toward asoftware-defined network architecture. Which Nutanix solution should the customeruse to achieve this goal?

A. Calm

B. AHV

C. Prism

D. Flow

Correct Answer: C
Section:

QUESTION 27
A customer is considering moving from ESXi to AHV. What key benefit of AHV should drive this decision?

A. Virtualize servers

B. Reduce recovery time objective

C. True single-pane management

D. High availability

Correct Answer: C
Section:

QUESTION 28
A customer's security team needs to isolate their employees from contractors in their VDI deployment. Which Nutanix product meets this requirement?

A. X-ray

B. AHV

C. Flow

D. Calm

Correct Answer: C
Section:

QUESTION 29
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
Section:

QUESTION 30

What free tool allows partners and customers to try various "what-if" scenarios for predictable, on-demand scaling?

A. Sizer
B. X-Ray
C. Flow
D. Xi

Correct Answer: A
Section:

QUESTION 31
Which functionality does demo.nutanix.com provide?

A. Access to a dedicated environment
B. Access to real clusters running on real hardware
C. The ability to delete objects within the cluster
D. The ability to create more than 25 clones of a VM

Correct Answer: B
Section: