

100% Money Back
Guarantee

Vendor:Nutanix

Exam Code:NCSR-LEVEL-3

Exam Name:Nutanix Certified Sales Representative
(NCSR): Level 3

Version:Demo

QUESTION 1

A large retail company needs to implement ROBO solution across hundreds of sites with limited budget per site. Which Nutanix capability allows the customer to meet its requirements within budget?

- A. Near Sync
- B. 1Node Cluster
- C. SnapMirror
- D. Autoenabled Deduplication

Correct Answer: B

QUESTION 2

The customer's IT team is interested in moving to public cloud for the cost saving they are expecting. The IT team is not interested to evaluate Nutanix's solution.

Which question should you ask to help overcome this barrier to entry?

- A. What is your disaster recovery strategy in this cloud?
- B. How will you monitor the costs of your public cloud services?
- C. Which public cloud offering are you evaluating for this move?
- D. How will your CAPEX costs change by moving to the public cloud?

Correct Answer: B

QUESTION 3

What should you highlight regarding the 2018 Gartner HCI Magic Quadrant?

- A. Nutanix systems are all flash platforms, which carries a premium price compared to the high capacity hybrid solutions of other HCI competitors
- B. Nutanix provides a 510% ROI over 5 years and 98% less downtime
- C. Nutanix success is built on the sheer size of Windows Server installed base, where even a small addressable market adoption represents significant success in the HCI on-premises market
- D. Nutanix is the leader. It has proven user acceptance and high customer satisfaction, which results in repeat sales and high node counts (100+) in large global enterprise accounts

Correct Answer: D

QUESTION 4

A customer is interested in managing and analyzing a large amount of data that comes into their organization daily in a virtual environment.

Which alliance partner is most appropriate for this customer's needs?

- A. Commvault
- B. Intel
- C. Splunk
- D. IBM

Correct Answer: C

QUESTION 5

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefit does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Correct Answer: C

QUESTION 6

An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget.

What is an appropriate Nutanix expansion strategy in this environment?

- A. Crosssell to an adjacent team with more budget
- B. Position AHV and allocate savings to additional HW
- C. Upsell AFS and allocate savings for additional resources
- D. Position DR with AWS to free up budget for new workloads

Correct Answer: B

QUESTION 7

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 8

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

Correct Answer: D

QUESTION 9

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Correct Answer: C

QUESTION 10

An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience.

Which business value should you highlight with the application owner?

- A. Increase application performance
- B. Provides fractional consumption
- C. Delivers faster time to value
- D. Offers freedom of choice

Correct Answer: A

QUESTION 11

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 12

An existing customer has a cloudfirst strategy. To upsell Calm, which question should you ask?

- A. How do you plan to deploy applications on the cloud?
- B. How does your application platform in the cloud versus onprem?
- C. What is your approach to buying resources for additional workloads?
- D. What is your disaster recovery and data protection plan?

Correct Answer: A