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QUESTION 1

What best describes the function of Nutanix Calm?

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

Correct Answer: C

QUESTION 2

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

QUESTION 3

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. OneClick Simplicity
- D. Fractional IT Consumption

Correct Answer: D

QUESTION 4

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

QUESTION 5

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 endoflife, 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

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