



# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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### QUESTION 1

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 sitetosite 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 lockin
- D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

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### QUESTION 2

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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### QUESTION 3

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

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### QUESTION 4



If a channel rep identifies an HX opportunity, where should they register the deal?

- A. The distributor
- B. Lenovo
- C. Nutanix
- D. The system integrator

Correct Answer: B

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#### QUESTION 5

Midsized business is looking to move off to Office 365 and refresh their onsite infrastructure. What workload associated to Office 365 can Nutanix manage?

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

Correct Answer: D

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