



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

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

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

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#### QUESTION 2

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 3

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

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#### QUESTION 4

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm



C. Prism

D. Xi

Correct Answer: A

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#### QUESTION 5

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

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