



NCSR-LEVEL-1^{Q&As}

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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

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

QUESTION 3

What is the key benefit of Nutanix's automated STIG?

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and selfhealing

Correct Answer: D

QUESTION 4

What must be considered when deploying Nutanix?

- A. Storage requirement for next 5 years



- B. LUN provisioning
- C. Tolerance for downtime
- D. Applications and workloads

Correct Answer: D

QUESTION 5

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

- A. Nutanix simplifies the SMB environment and management console
- B. Nutanix averages above a 90% Net Promoter Score (NPS)
- C. Nutanix provides immediate ROI and TCO benefits
- D. Nutanix supports multiple hypervisors

Correct Answer: C

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