



# NCSR-LEVEL-2<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 2

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#### QUESTION 1

A customer is considering public cloud instead of Nutanix. Which value driver should you use in this situation?

- A. Nutanix has the ability to enable an on-premise cloud experience
- B. Nutanix has the ability to provide rapid time to market
- C. Nutanix has the ability to migrate customers from different hypervisors to AHV
- D. Nutanix has the ability to address budget concerns with a positive TCO/ROI

Correct Answer: A

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#### QUESTION 2

A customer is considering moving from ESXi to AHV. What key benefit of AHV should drive this decision?

- A. Virtualize servers
- B. Reduce recovery time objective
- C. True single-pane management
- D. High availability

Correct Answer: C

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#### QUESTION 3

A customer wants to avoid virtualization vendor lock-in and escalating licensing fees. Which Nutanix product is the only product on the market able to meet these requirements?

- A. Calm
- B. Xi
- C. Flow
- D. AHV

Correct Answer: D

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#### QUESTION 4

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

- A. Performance enhancements



- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and self-healing

Correct Answer: D

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#### QUESTION 5

A customer needs to reduce the number of highly paid IT specialists required for the management of storage and virtualization. Which Nutanix product should you propose to solve this problem?

- A. Xi
- B. Prism
- C. AFS
- D. Sizer

Correct Answer: B

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