



NCSR-LEVEL-2^{Q&As}

Nutanix Certified Sales Representative (NCSR): Level 2





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QUESTION 1

A VMware customer is in between buying cycle and indicates they lack the budget for both storage and server. Which strategy should you use to address the customer's constraints in this situation?

- A. Engage distribution to leverage Nutanix buy-back program
- B. Recommend a Nutanix healthcheck of their current environment
- C. Review their VMware spending and explore a migration to AHV
- D. Set a meeting when their refresh cycles coincide

Correct Answer: C

QUESTION 2

A prospect is under the impression that Unified Communication (UC) can only run in a dedicated environment. How should you respond to this prospect?

- A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications
- B. Nutanix recommends isolating UC environments for security purposes
- C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avaya, Cisco and Microsoft
- D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

QUESTION 3

What provides free access to an environment with several clusters capable of showcasing various hypervisors, Prism interfaces, and hardware platforms?

- A. X-Ray
- B. Nutanix Cloud Management Platform
- C. demo.nutanix.com
- D. Nutanix Cluster check

Correct Answer: C

QUESTION 4

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

QUESTION 5

A customer is considering changing server manufacturers in the next 12 to 18 months. Which Nutanix solution should be positioned for this customer?

- A. Prism
- B. Nutanix Software
- C. Xi
- D. IBM HCI powered by Nutanix

Correct Answer: B

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