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QUESTION 1

An existing customer requires Nutanix support for both hardware and software. What is the appropriate solution to highlight with the customer?

- A. Lenovo HX
- B. DellEMC XC core
- C. Nutanix NX
- D. Nutanix software

Correct Answer: C

QUESTION 2

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 3

A customer's security team needs to isolate their employees from contractors in their VDI deployment. Which Nutanix product meets this requirement?

- A. X-ray
- B. AHV
- C. Flow
- D. Calm

Correct Answer: C

QUESTION 4

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?



- A. Nutanix software running on HPE Synergy
- B. Nutanix software running on HPE DL380
- C. Nutanix NX Appliance
- D. Nutanix software running on HPE Apollo

Correct Answer: B

QUESTION 5

A prospect is considering Nutanix but says that 10% of their workload runs on bare metal. How should you respond to the customer?

- A. Nutanix can support bare metal workloads through ABS such as Oracle RAC and Microsoft SQL
- B. Nutanix will be announcing the ability to support bare metal for the first time in their new release
- C. Nutanix partners with a 3rd party software to allow customers to run bare metal workloads
- D. The customer needs to virtualize in order to use Nutanix

Correct Answer: A

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