NCSR-LEVEL-2^{Q&As}

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QUESTION 1

What free tool allows partners and customers to try various "what-if"scenarios for predictable, on-demand scaling?

A. Sizer

B. X-Ray

C. Flow

D. Xi

Correct Answer: A

QUESTION 2

A Vmware customer is in between buying cycle and indicates they lack the budget forboth storage and server. Which strategy should you use to address the customer\\'sconstraints 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 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

QUESTION 4

Which Nutanix product provides centralized governance based on role-based accesscontrol to improve ROI and reduce TCO?

A. Calm

B. Prism

C. Sizer

D. X-ray

Correct Answer: B

QUESTION 5

How is the Prism User Interface accessed?

A. From a storage array

B. From a locally installed Windows application

C. Through the Nutanix Marketplace

D. Via any web-based browser

Correct Answer: D

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