



# 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 has an existing purchasing agreement with Lenovo. What is an appropriate solution to highlight with the customer?

- A. Lenovo HX Certified Node
- B. Cisco UCS
- C. Nutanix NX Appliance

Correct Answer: A

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#### QUESTION 3

What differentiator refers to the ability to avoid 3-tier architecture performance degradation when adding users or workloads to an existing environment?

- A. Predictable Linear Performance
- B. Enterprise Cloud Services
- C. CPU Performance
- D. Time to Deploy

Correct Answer: A

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#### QUESTION 4

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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#### QUESTION 5

Which functionality does demo.nutanix.com provide?

- A. Access to a dedicated environment
- B. Access to real clusters running on real hardware
- C. The ability to delete objects within the cluster
- D. The ability to create more than 25 clones of a VM

Correct Answer: B

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