



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

Nutanix Certified Sales Representative (NCSR): Level 2

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#### QUESTION 1

What is the key feature of the Xi Disaster Recovery service that enables reliable execution of a DR process?

- A. Built-in security
- B. One-click failover
- C. Nutanix community edition
- D. ESXi to AHV conversion

Correct Answer: B

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#### QUESTION 2

A prospect is looking for a cost-effective, on-prem alternative to AWS ElasticFile Services (EFS). What should you highlight to this prospect?

- A. Nutanix ABS exposes iSCSI block storage and is natively integrated into Nutanix
- B. Nutanix ACS is natively integrated into Nutanix and has a broad ecosystem
- C. Nutanix AFS is simple, scalable, enterprise class, and is natively integrated into Nutanix
- D. Nutanix AFS has broad ecosystem support and can handle high enterprise performance requirement

Correct Answer: C

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#### QUESTION 3

You are talking to customer about Nutanix as a true turnkey solution. The customer ask show his benefits an IT administrator. Which value proposition should you propose?

- A. Reduce cost of license for end users
- B. Reduce amount of power consumed in the data center
- C. Reduce time to deployment and complexity of management
- D. Reduce chance of overspending by enabling predictable financial analysis

Correct Answer: C

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#### QUESTION 4

What enables customers to experience the Nutanix Enterprise CloudPlatform at no cost?

- A. Acropolis Starter



- B. Nutanix Express
- C. Prism Starter Edition
- D. Community Edition

Correct Answer: D

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#### QUESTION 5

A customer is considering changing server manufacturers in the next 12 to 18months. 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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