



# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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#### QUESTION 1

How can I easily learn more about Nutanix Ready AHV validated solutions?

- A. Visit Nutanix Ready compatibility Matrix available online in the Support portal
- B. This information is not available. It is confidential
- C. Since AHV is an open platform, you don't have to worry about compatible solutions
- D. We are working on Nutanix Ready AHV validated solutions, but they are not ready yet

Correct Answer: A

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#### QUESTION 2

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

- A. Calm
- B. Flow
- C. ABS
- D. Beam

Correct Answer: C

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#### QUESTION 3

Which action can you take to obtain a customized TCO/ROI report?

- A. Reference case studies published on the Nutanix website
- B. Engage Nutanix/Lenovo account manager
- C. Reference the Resource tab of the Nutanix Partner Portal
- D. Utilize the TCO/ROI calculation > [nutanix.com/tco](https://nutanix.com/tco)

Correct Answer: D

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#### QUESTION 4

A prospect is not interested in HCI. They are looking for additional storage capacity. Which question should you ask to uncover more about this opportunity?

- A. Who is your SAN provider?



- B. How much additional capacity does your team currently need?
- C. What is prompting the need for this additional capacity?
- D. Have you evaluated the public cloud for additional resources like this?

Correct Answer: C

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#### QUESTION 5

A financial firm leverages Nutanix for VDI. The firm needs a highperformance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

- A. Splunk on Nutanix
- B. Cisco UCS on Nutanix software
- C. Commvault for backup at primary and DR sites
- D. IBM Power on Nutanix

Correct Answer: A

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