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QUESTION 1

An IT Director is having compliance issues due to unmanageable "Shadow IT" in their organization. Because of these issues, the IT Director needs to provide infrastructure services faster to their organization. Which solution is more appropriate for this customer?

- A. Calm
- B. Flow
- C. Prism Pro
- D. Beam

Correct Answer: A

QUESTION 2

A system administrator is updating 3tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is considering Nutanix as an alternative architecture as a standard for future projects.

Which advantage will the Nutanix solution provide to help the system administrator in this situation?

- A. Consolidation of the high cost of support
- B. Single update point with an HCI product
- C. Quick response to the business unit
- D. Ability to upgrade a SAN through single GUI

Correct Answer: B

QUESTION 3

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations.

With whom should you conduct an ease of management value proposition discussion at this retail company?

- A. CIO
- B. IT Manager
- C. Store Manager
- D. Application Owner

Correct Answer: A



QUESTION 4

How does Veeam compliment Nutanix infrastructure, what are the most relevant capabilities?

- A. Instant VM Recovery: With a few mouse clicks, recover VMs and their associated data in seconds directly from backup copies to ensure critical application recovery SLAs
- B. Life cycle management: This allows customers to integrate key functionality such as SnapShots and cloning for their application. Managing effective Da2 Operatons
- C. Management Pack for System Center: The Veeam MP for System Center will enable administrators to manage their Nutanix through System Center
- D. Availability for Azure Stack: Veeam Availability for Azure Stack can help manage HyperV environments on Nutanix

Correct Answer: A

QUESTION 5

The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with Vmware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP spends on hypervisor licensing costs
- D. How much the VP pays the IT team

Correct Answer: C

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