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QUESTION 1

What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

Correct Answer: B

QUESTION 2

What should you highlight regarding the 2018 Gartner HCI Magic Quadrant?

- A. Nutanix systems are allflash platforms, which carries a premium price compared to the highcapacity hybrid solutions of other HCI competitors
- B. Nutanix provides a 510% ROI over 5 years and 98% less downtime
- C. Nutanix success is built on the sheer size of Windows Servers installed base, where even a small addressable market adoption represents significant success in the HCI onpremises market
- D. Nutanix is the leader. It has proven user acceptance and high customer satisfaction, which results in repeat sales and high node counts (100+) in large global enterprise accounts

Correct Answer: D

QUESTION 3

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Correct Answer: C

QUESTION 4

An existing customer has recently acquired a company. The customer wants to isolate the new company's applications



from their existing IT infrastructure as part of integration process. Which product should you upsell?

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

Correct Answer: C

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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