NCSR-LEVEL-3^{Q&As}

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QUESTION 1

An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget.

What is an appropriate Nutanix expansion strategy in this environment?

A. Crosssell to an adjacent team with more budget

B. Position AHV and allocate savings to additional HW

C. Upsell AFS and allocate savings for additional resources

D. Position DR with AWS to free up budget for new workloads

Correct Answer: B

QUESTION 2

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

A. The Nutanix NPS is based on responses from its top 50 customers

B. Since 2014, Nutanix NPS has been 90+

C. Nutanix NPS is in line with the industry average

D. Nutanix NPS has grown exponentially over the last few years

Correct Answer: B

QUESTION 3

A system administrator is updating 3tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is consideringNutanix 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 4

The director of a big data organization appreciates the overall Nutanix value proposition but is skeptical that it can perform in a large Splunk deployment.

Which case studies should you use to overcome the skepticism?

A. Bentley\\'s

B. Maryland Lottery

C. Hitachi

D. NASDAQ

Correct Answer: D

QUESTION 5

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

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