



NCSR-LEVEL-3^{Q&As}

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QUESTION 1

A VMware customer evaluating HCI prefers VSAN. The customer understands that Nutanix is market leader, but believes that VSAN is "good enough" for their needs.

What is an example of a question that you should respond in this situation?

- A. What is your IT budget for next year?
- B. Are you interested in reducing your virtualizing licensing cost?
- C. What hardware platform would you run Nutanix on given the choice?
- D. What VMs would you run in the public cloud?

Correct Answer: B

QUESTION 2

An IT Director needs to deploy a "Cloud Strategy Team" but does not have the budget to hire a new full-time employee. How does Nutanix help customers in these situations?

- A. Nutanix offers presales engineers at a discounted rate to consult with customers
- B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions
- C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers
- D. Nutanix engages its Executive Search Arm (ESA) to find customers the proper candidates/resources

Correct Answer: B

QUESTION 3

An internet analytics company spends \$20 million a year on AWS. You have an opportunity to capture some of that spend. Which question should you ask to determine what kind of Nutanix opportunity exists with this client?

- A. How much do they spend on their in-house storage environment?
- B. How many IT professionals do they employ?
- C. Which predictable workloads are residing in AWS?
- D. Which elastic workloads reside in AWS?

Correct Answer: C

QUESTION 4



An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience.

Which business value should you highlight with the application owner?

- A. Increase application performance
- B. Provides fractional consumption
- C. Delivers faster time to value
- D. Offers freedom of choice

Correct Answer: A

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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