



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

Nutanix Certified Sales Representative (NCSR): Level 3

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### QUESTION 1

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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### 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

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### QUESTION 3

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Correct Answer: C

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### QUESTION 4



Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix enterprise cloud platform.

What are 2 valueadds that ASU realized after deploying Nutanix Enterprise Cloud? (Choose 2)

- A. The ability to run multiple hypervisors in their production environment
- B. The freedom to deploy Nutanix software on their already existing Cisco UCS server
- C. Reduced footprint from 4 racks to 1
- D. Reduction in OpEx by 24x
- E. Significant reduction in downtime

Correct Answer: DE

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#### QUESTION 5

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to takeadvantage 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

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