



NCSR-LEVEL-3^{Q&As}

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QUESTION 1

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 2

Why should you include IDC report in a customer proposal?

- A. To highlight Nutanix history as a company
- B. To include positive customer experiences after implementing Nutanix
- C. To highlight IDC as a wellknown and welltrusted company
- D. To showcase effective reference architectures and the value of good POCs

Correct Answer: B

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 customerbenefits does this most model conflict?

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

Correct Answer: C

QUESTION 4

How can I easily learn more about Nutanix Ready AHV validated solutions?



- A. Visit Nutanix Ready compatibility Matrix available online in the Support portal
- B. This information is not available. It is confidential
- C. Since AHV is an open platform, you don't have to worry about compatible solutions
- D. We are working on Nutanix Ready AHV validated solutions, but they are not ready yet

Correct Answer: A

QUESTION 5

Which action can you take to obtain a customized TCO/ROI report?

- A. Reference case studies published on the Nutanix website
- B. Engage Nutanix/Lenovo account manager
- C. Reference the Resource tab of the Nutanix Partner Portal
- D. Utilize the TCO/ROI calculation > nutanix.com/tco

Correct Answer: D

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