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QUESTION 1

A prospect wants the benefits of HCI, but wants to avoid removing its existing Cisco UCS Infrastructure. What should be brought to the prospect's attention in this situation?

- A. Nutanix Enterprise Cloud software is fully tested to run on Cisco UCS servers at high performance with unlimited scalability
- B. Nutanix Enterprise Cloud software is 100% compatible with all hardware vendor platforms
- C. Nutanix provides the freedom to replace the Cisco hardware when it goes endoflife, after implementing the Nutanix Enterprise Cloud software solution
- D. When running on a cisco hyperflex, the company can still use its Cisco UCS infrastructure

Correct Answer: A

QUESTION 2

Which scenario presents an opportunity for Nutanix Solution?

- A. A mid-sized business needs to encrypt the data in its emails
- B. A mid-sized business needs to increase the throughput of its network
- C. A mid-sized business needs want to balance renting and buying infrastructure
- D. A mid-sized retail company needs to track customer movements while customers are in the store

Correct Answer: C

QUESTION 3

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm
- C. Prism
- D. Xi

Correct Answer: A

QUESTION 4

How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?



- A. It provides the best security available as well as the most efficient control for a public cloud solution
- B. It combines agility and simplicity of the public cloud with the security and control of a private cloud
- C. It delivers all benefits of a public cloud in an all onpremises solution
- D. It is a public cloud solution and is easy to manage

Correct Answer: B

QUESTION 5

An oil company looking at solution to help avoid future outages and unplanned downtime while transitioning to the cloud for its DR strategy. Which Nutanix benefits should you highlight?

- A. Nutanix offers unlimited scalability with synchronous replication for easy site-to-site DR
- B. Nutanix offers 98% fewer occurrences in unplanned downtime and cloud connect features for DR to the cloud
- C. Nutanix helps eliminate excess costs related to datacenter space, power and cooling with no hypervisor lockin
- D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

QUESTION 6

Which initial service does Xi Cloud offer?

- A. Disaster Recovery Service
- B. VDI Service
- C. Database Service
- D. Email Service

Correct Answer: A

QUESTION 7

Which scenario presents an opportunity for Nutanix Solution?

- A. A sport team needs digital signage solutions for inside the stadium
- B. A sport team needs mobile device management options for their digital playbook
- C. A sport team needs mobile devices to use on the field to assist in realtime calling
- D. A sport team needs infrastructure to track and analyze player sensor data



Correct Answer: D

QUESTION 8

Which Nutanix product provides ease of application, automation, and lifecycle management?

- A. XRay
- B. Calm
- C. Xtract
- D. AHV

Correct Answer: B

QUESTION 9

Which differentiating Nutanix technology enables customers the advantage of running different workloads on newer hardware generation nodes within cluster without compromising performance compared to 3tier environments that lack this ability?

- A. Data Locality
- B. AHV
- C. Boost acceleration
- D. Snapshots

Correct Answer: A

QUESTION 10

A customer is experiencing performance bottleneck issues. What benefit does Nutanix offer that should be positioned for this customer?

- A. Application marketplace
- B. CVM on each node
- C. Native hypervisor
- D. Unified management console

Correct Answer: B
