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QUESTION 1

A customer struggles with application-level security. Policy creation for the applications is difficult due to lack of domain knowledge or application complexity. Which Nutanix product can address this issue?

- A. Prism Pro
- B. AHV
- C. Flow
- D. Acropolis Network Services

Correct Answer: D

QUESTION 2

A customer wants to avoid virtualization vendor lock-in and escalating licensing fees. Which Nutanix product is the only product on the market able to meet these requirements?

- A. Calm
- B. Xi
- C. Flow
- D. AHV

Correct Answer: D

QUESTION 3

A customer's security team needs to isolate their employees from contractors in their VDI deployment. Which Nutanix product meets this requirement?

- A. X-ray
- B. AHV
- C. Flow
- D. Calm

Correct Answer: C

QUESTION 4

How is the Prism User Interface accessed?



- A. From a storage array
- B. From a locally installed Windows application
- C. Through the Nutanix Marketplace
- D. Via any web-based browser

Correct Answer: D

QUESTION 5

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

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

Correct Answer: A

QUESTION 6

A customer is evaluating Microsoft Exchange, but is under the impression that Nutanix is less than ideal platform for Exchange. What should you highlight in this situation?

- A. The Hypervisor agnostic capabilities of Nutanix align with Microsoft mandate to run Exchange on Hyper-V
- B. As mailbox grow in number and size, isolating the compute and storage will reduce performance degradation
- C. Nutanix has a platform that combines compute and storage into a single appliance and allows for predictive mailbox growth for individual users
- D. Nutanix has an Exchange Solution Reviewed Program (ESRP) that has been validated by Microsoft for 50,000 customers

Correct Answer: C

QUESTION 7

The IT team likes the simplicity of the block, file and platform services offered by AWS. The team prefers to keep these services on-prem. Which Nutanix product can natively include this type of functionality and deliver it on-prem?

- A. X-ray
- B. Flow



C. Acropolis

D. Xi

Correct Answer: C

QUESTION 8

You are talking to customer about Nutanix as a true turnkey solution. The customer askshow his benefits an IT administrator. Which value proposition should you propose?

A. Reduce cost of license for end users

B. Reduce amount of power consumed in the data center

C. Reduce time to deployment and complexity of management

D. Reduce chance of overspending by enabling predictable financial analysis

Correct Answer: C

QUESTION 9

An existing customer requires Nutanix support for both hardware and software. What is the appropriate solution to highlight with the customer?

A. Lenovo HX

B. DellEMC XC core

C. Nutanix NX

D. Nutanix software

Correct Answer: C

QUESTION 10

An IT administrator is frustrated with having to create multiple and similarenvironment everyday. Which Nutanix solution can automate this task?

A. Acropolis

B. AHV

C. Flow

D. Calm

Correct Answer: D



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