



NCSR-LEVEL-3^{Q&As}

Nutanix Certified Sales Representative (NCSR): Level 3

Pass Nutanix NCSR-LEVEL-3 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/ncsr-level-3.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Nutanix
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

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

QUESTION 2

How does Nutanix allows Splunk to take full advantages of servers virtualization without the limitation of other solutions?

- A. Nutanix AFS delivers high performance storage for virtualization usable by Splunk
- B. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- C. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- D. Deduplication will reduce the footprint of the data making virtualization more straight forward

Correct Answer: C

QUESTION 3

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 4

The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with Vmware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?



- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP spends on hypervisor licensing costs
- D. How much the VP pays the IT team

Correct Answer: C

QUESTION 5

What is the key benefit of Nutanix InstantON for Citrix Cloud?

- A. Nutanix InstantON is a preconfigured and packaged bundle for deploying Nutanix
- B. Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution
- C. Nutanix InstantON is automated, configfree application discovery, application aware backup and application aware recovery
- D. Nutanix InstantON is a predefined reference design for sub100 users deployments

Correct Answer: A

QUESTION 6

An existing customer has a cloudfirst strategy. To upsell Calm, which question should you ask?

- A. How do you plan to deploy applications on the cloud?
- B. How does your application platform in the cloud versus onprem?
- C. What is your approach to buying resources for additional workloads?
- D. What is your disaster recovery and data protection plan?

Correct Answer: A

QUESTION 7

A financial firm leverages Nutanix for VDI. The firm needs a highperformance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

- A. Splunk on Nutanix
- B. Cisco UCS on Nutanix software
- C. Commvault for backup at primary and DR sites



D. IBM Power on Nutanix

Correct Answer: A

QUESTION 8

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

- A. The Nutanix NPS is based on responses from its top 50 customers
- B. Since 2014, Nutanix NPS has been 90+
- C. Nutanix NPS is in line with the industry average
- D. Nutanix NPS has grown exponentially over the last few years

Correct Answer: B

QUESTION 9

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

- A. Calm
- B. Flow
- C. ABS
- D. Beam

Correct Answer: C

QUESTION 10

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



[NCSR-LEVEL-3 VCE
Dumps](#)

[NCSR-LEVEL-3 Study
Guide](#)

[NCSR-LEVEL-3
Braindumps](#)