NCSR-LEVEL-1^{Q&As}

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QUESTION 1

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

A. Nutanix simplifies the SMB environment and management console

B. Nutanix averages above a 90% Net Promoter Score (NPS)

C. Nutanix provides immediate ROI and TCO benefits

D. Nutanix supports multiple hypervisors

Correct Answer: C

QUESTION 2

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

A. Predictive Operations could help the IT save time monitoring and troubleshooting

B. Move to Acropolis Ultimate Licensing would help customer reduce management time

C. Deploying Prism Central would make the customer\\'s environment more secure

D. Converting all nodes to flash would reduce maintenance requirements and costs

Correct Answer: A

QUESTION 3

If a channel rep identifies an HX opportunity, where should they register the deal?

A. The distributor

B. Lenovo

C. Nutanix

D. The system integrator

Correct Answer: B

QUESTION 4

How does HCI delivers continuous innovation?

A. Allows new software features and capabilities to be frequently rolledin, non disruptively

B. It decouples the compute from the storage, making it easier to upgrade them independent from each other

C. Future proofs infrastructure for compatibility with the latest specialized hardware

D. Enables the ability to scale infrastructure on demand, as the business grows

Correct Answer: D

QUESTION 5

Which Nutanix product provides enterprise file services?

A. Acropolis

B. Calm

C. Prism

D. Xi

Correct Answer: A

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