

# NCSR-LEVEL-2<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 2

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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

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**QUESTION 2**

A customer is considering changing server manufacturers in the next 12 to 18 months. Which Nutanix solution should be positioned for this customer?

- A. Prism
- B. Nutanix Software
- C. Xi
- D. IBM HCI powered by Nutanix

Correct Answer: B

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**QUESTION 3**

What free tool allows partners and customers to try various "what-if" scenarios for predictable, on-demand scaling?

- A. Sizer
- B. X-Ray
- C. Flow
- D. Xi

Correct Answer: A

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**QUESTION 4**

A customer needs to simplify their physical network infrastructure and move towards software defined network architecture. Which Nutanix solution should you propose to the customer?

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

Correct Answer: C

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**QUESTION 5**

A prospect is looking for a cost-effective, on-prem alternative to AWS ElasticFile Services (EFS). What should you highlight to this prospect?

- A. Nutanix ABS exposes iSCSI block storage and is natively integrated into Nutanix
- B. Nutanix ACS is natively integrated into Nutanix and has a broad ecosystem
- C. Nutanix AFS is simple, scalable, enterprise class, and is natively integrated into Nutanix
- D. Nutanix AFS has broad ecosystem support and can handle high enterprise performance requirement

Correct Answer: C

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