

# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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**QUESTION 1**

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. Which requirement should be included in the RFP to support this goal?

- A. Must have 1min RPO capability
- B. Must have snapshots capability
- C. Must have fibre connectivity between sites
- D. Must have compression enabled by default

Correct Answer: A

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**QUESTION 2**

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

- A. Reduced TCO and increased ROI
- B. Reduced complexity with a single GUI
- C. Rapid time to market
- D. Reduction in IT headcount

Correct Answer: C

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**QUESTION 3**

An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience.

Which business value should you highlight with the application owner?

- A. Increase application performance
- B. Provides fractional consumption
- C. Delivers faster time to value
- D. Offers freedom of choice

Correct Answer: A

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**QUESTION 4**

What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

Correct Answer: B

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**QUESTION 5**

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

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