

NCSR-LEVEL-3^{Q&As}

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QUESTION 1

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 2

You are working with a prospect that has to make costly last minute purchases as a result of unpredicted storage growth. The prospect needs to avoid this problem in the future. Which Nutanix offering is inappropriate to upsell to this prospect?

- A. Calm
- B. AHV
- C. AFS
- D. Prism Pro

Correct Answer: D

QUESTION 3

What is the primary concern of a typical system administrator?

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

Correct Answer: B

QUESTION 4

A large retail company needs to implement ROBO solution across hundreds of sites with limited budget per site. Which Nutanix capability allows the customer to meet its requirements within budget?

- A. Near Sync
- B. 1Node Cluster
- C. SnapMirror
- D. Autoenabled Deduplication

Correct Answer: B

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

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