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QUESTION 1

The director of a big data organization appreciates the overall Nutanix value proposition but is skeptical that it can perform in a large Splunk deployment.

Which case studies should you use to overcome the skepticism?

A. Bentley\\'s

B. Maryland Lottery

C. Hitachi

D. NASDAQ

Correct Answer: D

QUESTION 2

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others wants timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

A. Faster time to market

B. Simplified management

C. Reduced TCO/faster ROI

D. Predictable scaling performance

Correct Answer: B

QUESTION 3

An existing customer has recently acquired a company. The customer wants to isolatethe new company\\'s applications from their existing IT infrastructure as part ofintegration process. Which product should you upsell?

A. Beam

B. Xi

C. Flow

D. Calm

Correct Answer: C

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 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 Serves 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

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