

NCSR-LEVEL-1^{Q&As}

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QUESTION 1

Which scenario presents a Nutanix sales opportunity?

- A. A manufacturing customer revamping its SAP environment
- B. A manufacturing customer wants software to monitor their factory production
- C. A manufacturing customer wants the ability to regulate the physical security in its warehouse
- D. A manufacturing company wants to revamp its automation tools during the manufacturing process

Correct Answer: A

QUESTION 2

Which is true for traditional 3tier architecture?

- A. The entire datacenter contained in 4U space
- B. Separate hardware components often from a number of different vendors
- C. Single management interface spanning servers, storage and hypervisor
- D. Single type of appliance continuously stacked to meet the needs of the business

Correct Answer: B

QUESTION 3

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm
- C. Prism
- D. Xi

Correct Answer: A

QUESTION 4

Which Nutanix product provides ease of application, automation, and lifecycle management?

- A. XRay
- B. Calm

C. Xtract

D. AHV

Correct Answer: B

QUESTION 5

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 6

What must be considered when deploying Nutanix?

A. Storage requirement for next 5 years

B. LUN provisioning

C. Tolerance for downtime

D. Applications and workloads

Correct Answer: D

QUESTION 7

A customer has a dataintensive application that generates a lot of reads and writes. What benefit does Nutanix offer that should be positioned for this customer?

A. Data protection

B. Data deduplication

C. Data redundancy

D. Data locality

Correct Answer: D

QUESTION 8

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 9

Which scenario presents an opportunity for Nutanix Solution?

- A. A mid-sized business needs to encrypt the data in its emails
- B. A mid-sized business needs to increase the throughput of its network
- C. A mid-sized business needs want to balance renting and buying infrastructure
- D. A mid-sized retail company needs to track customer movements while customers are in the store

Correct Answer: C

QUESTION 10

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

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