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QUESTION 1

A customer wants to avoid virtualization vendor lock-in and escalating licensing fees. Which Nutanix product is the only product on the market able to meet these requirements?

A. Calm

B. Xi

C. Flow

D. AHV

Correct Answer: D

QUESTION 2

Which functionality does demo.nutanix.com provide?

A. Access to a dedicated environment

B. Access to real clusters running on real hardware

C. The ability to delete objects within the cluster

D. The ability to create more than 25 clones of a VM

Correct Answer: B

QUESTION 3

A prospect is under the impression that Unified Communication (UC) can only run in adedicated environment. How should you respond to this prospect?

A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications

B. Nutanix recommends isolating UC environments for security purposes

C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avalya, Cisco and Microsoft

D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

QUESTION 4

A customer is considering public cloud instead of Nutanix. Which value driver should you use in this situation?

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A. Nutanix has the ability to enable an on-premise cloud experience

B. Nutanix has the ability to provide rapid time to market

C. Nutanix has the ability to migrate customers from different hypervisors to AHV

D. Nutanix has the ability to address budget concerns with a positive TCO/ROI

Correct Answer: A

QUESTION 5

How is the Prism User Interface accessed?

A. From a storage array

B. From a locally installed Windows application

C. Through the Nutanix Marketplace

D. Via any web-based browser

Correct Answer: D

QUESTION 6

A Vmware customer is in between buying cycle and indicates they lack the budget forboth storage and server. Which strategy should you use to address the customer\\'sconstraints in this situation?

A. Engage distribution to leverage Nutanix buy-back program

B. Recommend a Nutanix healthcheck of their current environment

C. Review their Vmware spending and explore a migration to AHV

D. Set a meeting when their refresh cycles coincide

Correct Answer: C

QUESTION 7

What is the benefits of term-based licensing offered from Nutanix?

A. It is the only software offering that applies to all hardware platforms

B. It includes a free subscription to Prism Pro

C. It is transferable from one Nutanix validated hardware platform another

D. It includes special features such as deduplication and compression

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Correct Answer: C

QUESTION 8

Which two 3rd-party x86 servers are included in the Nutanix hardware compatibility list (HCL) as validated Nutanix software rather than OEM? (Choose 2)

A. Oracle SPARC Severs

B. IBM Power Servers

C. HP ProLiant Servers

D. Cisco UCS Servers

E. Huawei servers

Correct Answer: CD

QUESTION 9

An existing customer requires Nutanix support for both hardware and software. What is the appropriate solution to highlight with the customer?

A. Lenovo HX

B. DellEMC XC core

C. Nutanix NX

D. Nutanix software

Correct Answer: C

QUESTION 10

A prospect has regulatory concerns and requires network isolation of VMs that processpersonally identifiable information (PII). Which Nutanix solution address this concern?

A. Prism Pro

B. Calm

C. Acropolis

D. Flow

Correct Answer: D

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