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QUESTION 1

A prospect who just bought new UCS servers needs a storage refresh and is interested in Nutanix. How should you proceed?

A. Uncover when the servers will be up for refresh

B. Discuss the ability of Nutanix to backup to AWS

C. Discuss the ability of Nutanix to add storageonly nodes

D. Determine if the servers fall on the Nutanix compatibility matrix

Correct Answer: D

QUESTION 2

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 deault

Correct Answer: A

QUESTION 3

An internet analytics company spend $20 million a year on AWS. You havean opportunity to capturesome of that spend. Which question should you ask to determine what kind of Nutanix opportunityexists with this client?

A. How much do they send on their inhouse storage environment?

B. How many IT professional do they employ?

C. Which predictable workloads are residing in AWS?

D. Which elastic workloads resides in AWS?

Correct Answer: C

QUESTION 4

A CIO has a requirement to reduce OpEx by 20% YoY. Which 2 data points should be illustrated to the CIO in this situation? (Choose 2)

A. IDC states that managing Nutanix environment takes 71% less time than managing a legacy environment

B. Gartner lists Nuanix as the leader in the Magic Quadrant above all other competitive offerings

C. IDC claims Nutanix provides 5year TCO savings of 58%

D. Gartner has validated that Nutanix achieves nondisruptive, rolling upgrades

E. IDC states that Nutanix customers experience a 510% ROI on average over 5 years

Correct Answer: CE

QUESTION 5

Which action can you take to obtain a customized TCO/ROI report?

A. Reference case studies published on the Nutanix website

B. Engage Nutanix/Lenovo account manager

C. Reference the Resource tab of the Nutanix Partner Portal

D. Utilize the TCO/ROI calculation > nutanix.com/tco

Correct Answer: D

QUESTION 6

A customer is interested in managing and analyzing alarge amount of data that comesinto their organization daily in a virtual environment.

Which alliance partner is mostappropriate for this custome\\'s needs?

A. Commvault

B. Intel

C. Splunk

D. IBM

Correct Answer: C

QUESTION 7

An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget.

What is an appropriate Nutanix expansion strategy in this environment?

A. Crosssell to an adjacent team with more budget

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B. Position AHV and allocate savings to additional HW

C. Upsell AFS and allocate savings for additional resources

D. Position DR with AWS to free up budget for new workloads

Correct Answer: B

QUESTION 8

A Vmware customer evaluating HCI prefers VSAN. The customer understand that Nutanix is market leader, but believes that VSAN is "good enough" for their needs.

What is an example of a question that you should respond in this situation?

A. What is your IT budget for next year?

B. Are you interested in reducing your virtualizing licensing cost?

C. What hardware platform would you run Nutanix on given the choice?

D. What VMs would you run in the public cloud?

Correct Answer: B

QUESTION 9

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

QUESTION 10

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

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