



Exam Code: NCSR-Level-2

Exam Name: Nutanix Certified Sales Representative (NCSR): Level 2

Website: www.VCEplus.io - www.VCEup.com

VCEûp

Question No: 1

The IT team likes the simplicity of the block, file and platform services offered by AWS. The team prefers to keep these services on-prem. Which Nutanix product can natively include this type of functionality and deliver it on-prem?

- A. X-ray
- B. Flow
- C. Acropolis
- D. Xi

Answer: C

Question No: 2

A prospect is looking for a cost-effective, on-prem alternative to AWS ElasticFile Services (EFS). What should you highlight to this prospect?

- A. Nutanix ABS exposes iSCSI block storage and is natively integrated into Nutanix
- B. Nutanix ACS is natively integrated into Nutanix and has a broad ecosystem
- C. Nutanix AFS is simple, scalable, enterprise class, and is natively integrated into Nutanix
- D. Nutanix AFS has broad ecosystem support and can handle high enterprise performance requirement

Answer: C

Question No: 3

A VMware customer is in between buying cycle and indicates they lack the budget for both storage and server. Which strategy should you use to address the customer's constraints 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

Answer: C

Question No: 4

An AWS customer is experiencing the financial impact of public cloud lock-in and requires long term flexibility and choice across clouds.

Which Nutanix product can help with multi-cloud platform?

- A. Calm
- B. AHV
- C. Xi

D. AFS

Answer: A

Question No: 5

A customer needs to reduce the number of highly paid IT specialists required for the management of storage and virtualization. Which Nutanix product should you propose to solve this problem?

A. Xi

B. Prism

C. AFS

D. Sizer

Answer: B

Question No: 6

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. Dell EMC XC core

C. Nutanix NX

D. Nutanix software

Answer: C

Question No: 7

A prospect is considering Nutanix but says that 10% of their workload runs on bare metal. How should you respond to the customer?

A. Nutanix can support bare metal workloads through ABS such as Oracle RAC and Microsoft SQL

B. Nutanix will be announcing the ability to support bare metal for the first time in their new release

C. Nutanix partners with a 3rd party software to allow customers to run bare metal workloads

D. The customer needs to virtualize in order to use Nutanix

Answer: A

Question No: 8

A customer needs to simplify their physical network infrastructure and move towards software defined network architecture. Which Nutanix solution should you propose to the customer?

A. Calm

www.VCEplus.io

B. AHV

C. Flow

D. Prism

Answer: C

Question No: 9

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

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

Answer: A

Question No: 10

A customer is evaluating Microsoft Exchange, but is under the impression that Nutanix is less than ideal platform for Exchange. What should you highlight in this situation?

A. The Hypervisor agnostic capabilities of Nutanix align with Microsoft mandate to run Exchange on Hyper-V

B. As mailbox grow in number and size, isolating the compute and storage will reduce performance degradation

C. Nutanix has a platform that combines compute and storage into a single appliance and allows for predictive mailbox growth for individual users

D. Nutanix has an Exchange Solution Reviewed Program (ESRP) that has been validated by Microsoft for 50,000 customers

Answer: C

Question No: 11

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?

A. Nutanix software running on HPE Synergy

B. Nutanix software running on HPE DL380

C. Nutanix NX Appliance

D. Nutanix software running on HPE Apollo

Answer: B

Question No: 12

A customer is using legacy infrastructure. The existing legacy infrastructure vendor's sales team is competing for this project. The customer wants to continue to use that server platform. What should a Nutanix seller position to the customer in this case?

- A. Prism
- B. Nutanix NX
- C. Nutanix Software
- D. Xi

Answer: C

Question No: 13

A prospect is under the impression that Unified Communication (UC) can only run in a dedicated 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 Avaya, Cisco and Microsoft
- D. Nutanix is planning to add mixed application support capability in the near future

Answer: A

Question No: 14

A customer has an existing purchasing agreement with Lenovo. What is an appropriate solution to highlight with the customer?

- A. Lenovo HX Certified Node
- B. Cisco UCS
- C. Nutanix NX Appliance

Answer: A

Question No: 15

Which Nutanix product is delivered security hardened and includes built-in security throughout the entire development cycle?

- A. Prism
- B. AHV
- C. Sizer
- D. Calm

Answer: B

Question No: 16

A customer needs to eliminate hypervisor licensing and reduce costs at the DR site. Which Nutanix product should be used to meet this goal?

- A. Calm
- B. AHV
- C. AFS
- D. Flow

Answer: B

Question No: 17

An IT administrator is frustrated with having to create multiple and similar environment everyday.

Which Nutanix solution can automate this task?

- A. Acropolis
- B. AHV
- C. Flow
- D. Calm

Answer: D

Question No: 18

A customer is considering changing server manufacturers in the next 12 to 18 months. Which Nutanix solution should be positioned for this customer?

- A. Prism
- B. Nutanix Software
- C. Xi
- D. IBM HCI powered by Nutanix

Answer: B

Question No: 19

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

- A. Prism Pro
- B. Calm
- C. Acropolis
- D. Flow

Answer: D

Question No: 20

What is the key feature of the Xi Disaster Recovery service that enables reliable execution of a DR process?

- A. Built-in security
- B. One-click failover
- C. Nutanix community edition
- D. ESXi to AHV conversion

Answer: B

Question No: 21

A VDI administrator is frustrated with being unable to scale home directories, user profiles, and departmental shares as the number of VDI users grows. Which feature should he use to solve this problem?

- A. AFS has elastic capabilities
- B. AFS allows users to collaborate on files easier
- C. AFS can mitigate the effects of a bootstorm
- D. Prism helps troubleshoot issues much faster

Answer: A

Question No: 22

A VDI administrator is frustrated with being unable to scale home directories, user profiles, and departmental shares as the number of VDI users grows. Which feature should he use to solve this problem?

- A. AFS has elastic capabilities
- B. AFS allows users to collaborate on files easier
- C. AFS can mitigate the effects of a bootstorm
- D. Prism helps troubleshoot issues much faster

Answer: A

Question No: 23

A customer struggles with application-level security. Policy creation for the application is difficult due to lack of domain knowledge or application complexity. Which Nutanix product can address this issue?

- A. Prism Pro
- B. AHV
- C. Flow
- D. Acropolis Network Services

Answer: D

Question No: 24

A customer needs to simplify their physical network infrastructure and move toward a software-defined network architecture. Which Nutanix solution should the customer use to achieve this goal?

- A. Calm
- B. AHV
- C. Prism
- D. Flow

Answer: C

Question No: 25

A customer is considering moving from ESXi to AHV. What key benefit of AHV should drive this decision?

- A. Virtualize servers
- B. Reduce recovery time objective
- C. True single-pane management
- D. High availability

Answer: C

Question No: 26

A customer's security team needs to isolate their employees from contractors in their VDI deployment. Which Nutanix product meets this requirement?

- A. X-ray
- B. AHV
- C. Flow
- D. Calm

Answer: C

Question No: 27

A prospect buys a very expensive ELA for vSphere Enterprise Plus. Which Nutanix product can replace the most common vSphere functions and is included in the solution at no additional cost?

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

www.VCEplus.io

D. Xi

Answer: A

Question No: 28

Which Nutanix product provides centralized governance based on role-based access control to improve ROI and reduce TCO?

A. Calm

B. Prism

C. Sizer

D. X-ray

Answer: B

Question No: 29

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

Answer: D

Question No: 30

What differentiator refers to the ability to avoid 3-tier architecture performance degradation when adding users or workloads to an existing environment?

A. Predictable Linear Performance

B. Enterprise Cloud Services

C. CPU Performance

D. Time to Deploy

Answer: A

Question No: 31

You are talking to customer about Nutanix as a true turnkey solution. The customer asks how his benefits an IT administrator. Which value proposition should you propose?

A. Reduce cost of license for end users

- B. Reduce amount of power consumed in the data center
- C. Reduce time to deployment and complexity of management
- D. Reduce chance of overspending by enabling predictable financial analysis

Answer: C

Question No: 32

For which type of user is Nutanix community edition (CE) designed?

- A. A user interested in benchmarking their datacenter
- B. A user who wants to test the performance capabilities of Nutanix
- C. A user interested in test driving features on their own test hardware and infrastructure
- D. A user who needs a backup environment while upgrading to the latest version of Acropolis

Answer: C

Question No: 33

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 Servers
- B. IBM Power Servers
- C. HP ProLiant Servers
- D. Cisco UCS Servers
- E. Huawei servers

Answer: C, D

Question No: 34

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

Answer: D

www.VCEplus.io

Question No: 35

What provides free access to an environment with several clusters capable of showcasing various hypervisors, Prism interfaces, and hardware platforms?

- A. X-Ray
- B. Nutanix Cloud Management Platform
- C. demo.nutanix.com
- D. Nutanix Cluster check

Answer: C

Question No: 36

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

Answer: C

Question No: 37

What is the website address to access the Nutanix hosted demo?

- A. demo.nutanix.com
- B. portal.nutanix.com
- C. mynutanix.nutanix.com
- D. www.nutanix.com/demo

Answer: A

Question No: 38

What enables customers to experience the Nutanix Enterprise CloudPlatform at no cost?

- A. Acropolis Starter
- B. Nutanix Express
- C. Prism Starter Edition
- D. Community Edition

Answer: D

Question No: 39

What free tool allows partners and customers to try various “what-if” scenarios for predictable, on-demand scaling?

- A. Sizer
- B. X-Ray
- C. Flow
- D. Xi

Answer: A

Question No: 40

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

Answer: B

Question No: 41

Which differentiating Nutanix technology enables customers the advantage of running different workloads on newer hardware generation nodes within cluster without compromising performance compared to 3-tier environments that lack this ability?

- A. Data Locality
- B. AHV
- C. Boost acceleration
- D. Snapshots

Answer: A

Question No: 42

What is the key benefit of Nutanix’s automated STIG?

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies

D. Automated validation and self-healing

Answer: D

www.VCEplus.io