



Exam Code: NCSR-Level-3

Exam Name: Nutanix Certified Sales Representative (NCSR): Level 3

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Question No: 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 storage-only nodes
- D. Determine if the servers fall on the Nutanix compatibility matrix

Answer: D

Question No: 2

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. Cross-sell to an adjacent team with more budget
- 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

Answer: B

Question No: 3

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 3-tier 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

Answer: C

Question No: 4

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations. With whom should you conduct an ease of management value proposition discussion at this retail company?

- A. CIO
- B. IT Manager
- C. Store Manager

D. Application Owner

Answer: A

Question No: 5

The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an on-site POC to overcome this last-minute objection?

A. Nutanix customer reference

B. Community Edition

C. Try and Buy

D. More discount

Answer: C

Question No: 6

An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience. Which business value should you highlight with the application owner?

A. Increase application performance

B. Provides fractional consumption

C. Delivers faster time to value

D. Offers freedom of choice

Answer: A

Question No: 7

A large insurance company's plan to prevent a data breach are completely outdated. A breach would cost the company millions to rectify, incur compliance, fines, and erode their public image. With whom should you have this business discussion?

A. IT Director

B. Security Manager

C. Application Owner

D. Chief Information Security Officer

Answer: D

Question No: 8

A VMware customer evaluating HCI prefers VSAN. The customer understands 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?

Answer: B

Question No: 9

The customer's IT team is interested in moving to public cloud for the cost saving they are expecting. The IT team is not interested to evaluate Nutanix's solution. Which question should you ask to help overcome this barrier to entry?

- A. What is your disaster recovery strategy in this cloud?
- B. How will you monitor the costs of your public cloud services?
- C. Which public cloud offering are you evaluating for this move?
- D. How will your CAPEX costs change by moving to the public cloud?

Answer: B

Question No: 10

An existing customer has a cloud-first strategy. To upsell Calm, which question should you ask?

- A. How do you plan to deploy applications on the cloud?
- B. How does your application platform in the cloud versus on-prem?
- C. What is your approach to buying resources for additional workloads?
- D. What is your disaster recovery and data protection plan?

Answer: A

Question No: 11

What should you highlight regarding the 2018 Gartner HCI Magic Quadrant?

- A. Nutanix systems are all-flash platforms, which carries a premium price compared to the high-capacity 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 Server installed base, where even a small addressable market adoption represents significant success in the HCI on-premises 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

Answer: D

Question No: 12

Why should you include IDC report in a customer proposal?

- A. To highlight Nutanix history as a company
- B. To include positive customer experiences after implementing Nutanix
- C. To highlight IDC as a well-known and well-trusted company
- D. To showcase effective reference architectures and the value of good POCs

Answer: B

Question No: 13

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix enterprise cloud platform. What are 2 value-adds that ASU realized after deploying Nutanix Enterprise Cloud? (Choose 2)

- A. The ability to run multiple hypervisors in their production environment
- B. The freedom to deploy Nutanix software on their already existing Cisco UCS server
- C. Reduced footprint from 4 racks to 1
- D. Reduction in OpEx by 24x
- E. Significant reduction in downtime

Answer: D, E

Question No: 14

A financial firm leverages Nutanix for VDI. The firm needs a high-performance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

- A. Splunk on Nutanix
- B. Cisco UCS on Nutanix software
- C. Commvault for backup at primary and DR sites
- D. IBM Power on Nutanix

Answer: A

Question No: 15

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 cross-training backup when others want time-off. 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

Answer: B

Question No: 16

A prospect is not interested in HCI. They are looking for additional storage capacity.

Which question should you ask to uncover more about this opportunity?

A. Who is your SAN provider?

B. How much additional capacity does your team currently need?

C. What is prompting the need for this additional capacity?

D. Have you evaluated the public cloud for additional resources like this?

Answer: C

Question No: 17

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 Nutanix as the leader in the Magic Quadrant above all other competitive offerings

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

D. Gartner has validated that Nutanix achieves non-disruptive, rolling upgrades

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

Answer: C, E

Question No: 18

A customer is interested in managing and analyzing a large amount of data that comes into their organization daily in a virtual environment. Which alliance partner is most appropriate for this customer's needs?

A. Commvault

B. Intel

C. Splunk

D. IBM

Answer: C

Question No: 19

An IT Director needs to deploy a "Cloud Strategy Team" but does not have the budget to hire a new full-time employee. How does Nutanix help customers in these situation?

- A. Nutanix offers pre-sales engineers at a discounted rate to consult with customers
- B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions
- C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers
- D. Nutanix engages its Executive Search Arm (ESA) to find customers the prope candidates/resources

Answer: B

Question No: 20

An internet analytics company spend \$20 million a year on AWS. You have an opportunity to capture some of that spend. Which question should you ask to determine what kind of Nutanix opportunity exists with this client?

- A. How much do they send on their in-house 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?

Answer: C

Question No: 21

A large retail company needs to implement ROBO solution across hundreds of sites with limited budget per site. Which Nutanix capability allows the customer to meet its requirements within budget?

- A. Near Sync
- B. 1-Node Cluster
- C. SnapMirror
- D. Auto-enabled De-duplication

Answer: B

Question No: 22

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

- A. Beam
- B. Xi
- C. Flow
- D. Calm

Answer: C

Question No: 23

How does Nutanix allows Splunk to take full advantages of servers virtualization without the limitation of other solutions?

- A. Nutanix AFS delivers high performance storage for virtualization usable by Splunk
- B. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- C. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- D. De-duplication will reduce the footprint of the data making virtualization more straight forward

Answer: C

Question No: 24

An IT decision maker often gets locked into buying 2- or 3- years cloud “packages” upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Answer: C

Question No: 25

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- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Answer: C

Question No: 27

An IT Director is having compliance issues due to unmanageable “Shadow IT” in their organization.

Because of these issues, the IT Director needs to provide infrastructure services faster to their organization. Which solution is more appropriate for this customer?

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

Answer: A

Question No: 28

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

- A. Calm
- B. Flow
- C. ABS
- D. Beam

Answer: C

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Question No: 29

A customer is releasing an RFP for their DR site. You want Nutanix Near-Sync to be a requirement.

Which requirement should be included in the RFP to support this goal?

- A. Must have 1-min RPO capability
- B. Must have snapshots capability
- C. Must have fibre connectivity between sites
- D. Must have compression enabled by default

Answer: A

Question No: 30

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

- A. Reduced TCO and increased ROI
- B. Reduced complexity with a single GUI

- C. Rapid time to market
- D. Reduction in IT headcount

Answer: C

Question No: 31

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- A. Must have 1-min RPO capability
- B. Must have snapshots capability
- C. Must have fibre connectivity between sites
- D. Must have compression enabled by default

Answer: A

Question No: 32

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

- A. The Nutanix NPS is based on responses from its top 50 customers
- B. Since 2014, Nutanix NPS has been 90+
- C. Nutanix NPS is in line with the industry average
- D. Nutanix NPS has grown exponentially over the last few years

Answer: B

Question No: 33

You are working with a prospect that has to make costly last minute purchases as a result of unpredicted storage growth. The prospect needs to avoid this problem in the future. Which Nutanix offering is appropriate to upsell to this prospect?

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

Answer: D

Question No: 34

A system administrator is updating 3-tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is considering Nutanix as an alternative architecture as a standard for future projects. Which advantage will the Nutanix solution provide to help the system administrator in this situation?

- A. Consolidation of the high cost of support
- B. Single update point with an HCI product
- C. Quick response to the business unit
- D. Ability to upgrade a SAN through single GUI

Answer: B

Question No: 35

A customer adopts Nutanix for their VDI workload. In a follow-up discussion, it becomes apparent that the customer has new-found user profile and home directory storage.

Which Nutanix product should be positioned to this customer?

- A. ABS
- B. AHV
- C. Beam
- D. AFS

Answer: D

Question No: 36

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

Answer: D

Question No: 37

What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

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Answer: B

Question No: 38

What is the key benefit of Nutanix InstantON for Citrix Cloud?

- A. Nutanix InstantON is a pre-configured and packaged bundle for deploying Nutanix
- B. Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution
- C. Nutanix InstantON is automated, config-free application discovery, application aware backup and application aware recovery
- D. Nutanix InstantON is a pre-defined reference design for sub-100 users deployments

Answer: A

Question No: 39

How can I easily learn more about Nutanix Ready AHV validated solutions?

- A. Visit Nutanix Ready compatibility Matrix available online in the Support portal
- B. This information is not available. It is confidential
- C. Since AHV is an open platform, you don't have to worry about compatible solutions
- D. We are working on Nutanix Ready AHV validated solutions, but they are not ready yet

Answer: A

Question No: 40

How does Veeam compliment Nutanix infrastructure, what are the most relevant capabilities?

- A. Instant VM Recovery: With a few mouse clicks, recover VMs and their associated data in seconds directly from backup copies to ensure critical application recovery SLAs
- B. Life cycle management: This allows customers to integrate key functionality such as Snapshots and cloning for their application. Managing effective Data Operations
- C. Management Pack for System Center: The Veeam MP for System Center will enable administrators to manage their Nutanix through System Center
- D. Availability for Azure Stack: Veeam Availability for Azure Stack can help manage Hyper-V environments on Nutanix

Answer: A

Question No: 41

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix Enterprise Cloud Platform. Which primary pain point did deploying Nutanix help ASU overcome?

- A. Separate upgrade Windows in their siloed environment causing downtime for critical workloads
- B. Inability to keep up with their growing storage capacity requirements
- C. Large costs associated with their virtualization software licensing agreements
- D. Inability to leverage the Microsoft Azure Public Cloud for their DR strategy

Answer: B

Question No: 42

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

Answer: D

Question No: 43

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Answer: C

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