Vendor: Nutanix

Exam Code:NCSR-LEVEL-1

Exam Name: Nutanix Certified Sales Representative (NCSR): Level 1

Version: Demo

QUESTION 1

An oil company looking at solution to help avoid future outages and unplanned downtime while transitioning to the cloud for its DR strategy. Which Nutanix benefits should you highlight?

A. Nutanix offers unlimited scalability with synchronous replication for easy sitetosite DR

B. Nutanix offers 98% fewer occurrences in unplanned downtime and cloud connect features for DR to the cloud

C. Nutanix helps eliminate excess costs related to datacenter space, power and cooling with no hypervisor lockin

D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

QUESTION 2

Which scenario presents an opportunity for Nutanix Solution for a retail company?

A. A company is upgrading its server environment at each remote store

B. A company is upgrading its point of sales software

C. A company needs to make credit card transactions to be more secure

D. A company is evaluating its search engine optimization strategy

Correct Answer: A

QUESTION 3

Which value proposition is appropriate to Nutanix\\'s "pay as you grow" web scale infrastructure?

A. Predictive capacity planning and analysis

B. Continuous innovation and feature updates

C. Automation and selfhealing capabilities

D. A single unified management pane

Correct Answer: A

QUESTION 4

A prospect is concerned about large upfront expenditures for a datacenter refresh. Which value proposition of HCI should be positioned to this prospect?

A. Continuous Innovation

B. Rapid Time to Market

C. OneClick Simplicity

D. Fractional IT Consumption

Correct Answer: D

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QUESTION 5

Which Nutanix product provides enterprise file services?

A. Acropolis

B. Calm

C. Prism

D. Xi

Correct Answer: A

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QUESTION 6

How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?

A. It provides the best security available as well as the most efficient control for a public cloud solution

B. It combines agility and simplicity of the public cloud with the security and control of a private cloud

C. It delivers all benefits of a public cloud in an all onpremises solutiomn

D. It is a public cloud solution and is easy to manage

Correct Answer: B

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QUESTION 7

What best describes the function of Nutanix Calm?

A. Application Block Services

B. Cloudbased disaster recovery

C. Application automation

D. Enterprise file services

Correct Answer: C

QUESTION 8

Which scenario presents an opportunity for Nutanix Solution?

A. A school has standardized on Dell hardware and uses HyperV

B. A school is exploring options to optimize classroom productivity

C. A school needs options for BYOD in the classroom

D. A school needs to regulate network traffic to certain websites

Correct Answer: A

QUESTION 9

A customer often postpones upgrades to avoid downtime. How can Nutanix help?

A. Oneclick operations

B. Builtin hypervsor

C. Unified management console

D. Cloudbased disaster recovery

Correct Answer: A

QUESTION 10

What can be accomplished with "OneClick" in Prism?

A. Fibre Channel provisioning

B. Storage Pool creation

C. Infrastructure Upgrade

D. CRM management

Correct Answer: C

QUESTION 11

What is the main advantage of moving into HCI?

A. Multiple storage tiers ensure redundancy

B. Single management interface reduces complexity

C. Simplified architecture ensures virus protection

D. Simplified infrastructure design reduce wear on SSD

Correct Answer: B

QUESTION 12

A prospect wants to get updated information on Nutanix technologies. Which location would you recommend?

A. "Contact Us" page in Nutanix.com

B. Nutanix LinkedIn Home Page

C. Webinars on Nutanix.com

D. Reddit

Correct Answer: C