

Nutanix

NCSR-Level-1 Exam

Nutanix Certified Sales Representative

Questions & Answers

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Version: 4.0

Question: 1

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

- A. Nutanix simplifies the SMB environment and management console
- B. Nutanix averages above a 90% Net Promoter Score (NPS)
- C. Nutanix provides immediate ROI and TCO benefits
- D. Nutanix supports multiple hypervisors

Answer: C

Question: 2

Which scenario presents a Nutanix sales opportunity?

- A. A manufacturing customer revamping its SAP environment
- B. A manufacturing customer wants software to monitor their factory production
- C. A manufacturing customer wants the ability to regulate the physical security in its warehouse
- D. A manufacturing company wants to revamp its automation tools during the manufacturing process

Answer: A

Question: 3

A customer using multiple management interface to manage their infrastructure, which feature should you recommend?

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

Answer: D

Question: 4

HCI's rapid time to market is due to which features?

- A. There are fewer steps required for setup

- B. The setup process is the same as 3-tier but is highly automated
- C. Only part of infrastructure must be setup initially, the rest can happen later
- D. Fractional consumption leads to smaller POS that get approved quicker than large PO

Answer: A

Question: 5

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

- A. Predictive Operations could help the IT save time monitoring and troubleshooting
- B. Move to Acropolis Ultimate Licensing would help customer reduce management time
- C. Deploying Prism Central would make the customer's environment more secure
- D. Converting all nodes to flash would reduce maintenance requirements and costs

Answer: A

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