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QUESTION 1

Which scenario presents a Nutanix sales opportunity for this healthcare company?

- A. A healthcare company needs to scan medical data from paper to digital
- B. A healthcare company needs longer battery life from their medical device carts
- C. A healthcare company needs to evaluate their wearable device management strategy
- D. A healthcare company has standardized on HPE hardware, but needs a private cloud experience

Correct Answer: A

QUESTION 2

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 3

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

QUESTION 4

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 5

When pitching the value of 1click simple upgrades, which proof point should be used?

- A. 71% less time to manage Nutanix environment
- B. 5 year ROI of 510%
- C. 98% fewer occurrence of unplanned downtime
- D. Average investment payback period of 7.5 months

Correct Answer: A

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