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QUESTION 1

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 3tier 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

Correct Answer: A

QUESTION 2

What HCI term refers to the ability to pay for infrastructure as an organization grows?

- A. Scaleup infrastructure
- B. Total cost of ownership (TCO)
- C. Fractional consumption
- D. Rapid time to deploy

Correct Answer: C

QUESTION 3

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 4

A prospect wants the benefits of HCI, but wants to avoid removing its existing Cisco UCS Infrastructure. What should be brought to the prospect's attention in this situation?

- A. Nutanix Enterprise Cloud software is fully tested to run on Cisco UCS servers at high performance with unlimited scalability



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- B. Nutanix Enterprise Cloud software is 100% compatible with all hardware vendor platforms
- C. Nutanix provides the freedom to replace the Cisco hardware when it goes endoflife, after implementing the Nutanix Enterprise Cloud software solution
- D. When running on a cisco hyperflex, the company can still use its Cisco UCSinfrastructure

Correct Answer: A

QUESTION 5

Which scenario presents an opportunity for Nutanix Solution?

- A. A sport team needs digital signage solutions for inside the stadium
- B. A sport team needs mobile device management options for their digital playbook
- C. A sport team needs mobile devices to use on the field to assist in realtime calling
- D. A sport team needs infrastructure to track and analyze player sensor data

Correct Answer: D

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