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QUESTION 1

How does HCI delivers continuous innovation?

- A. Allows new software features and capabilities to be frequently rolled in, non disruptively
- B. It decouples the compute from the storage, making it easier to upgrade them independent from each other
- C. Future proofs infrastructure for compatibility with the latest specialized hardware
- D. Enables the ability to scale infrastructure on demand, as the business grows

Correct Answer: D

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

If a channel rep identifies an HX opportunity, where should they register the deal?

- A. The distributor
- B. Lenovo
- C. Nutanix
- D. The system integrator

Correct Answer: B

QUESTION 4

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

QUESTION 5

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

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

Correct Answer: D

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