NCSR-LEVEL-2^{Q&As}

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QUESTION 1

A customer is considering changing server manufacturers in the next 12 to 18months. Which Nutanix solution should be positioned for this customer?

A. Prism

B. Nutanix Software

C. Xi

D. IBM HCI powered by Nutanix

Correct Answer: B

QUESTION 2

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?

A. Nutanix software running on HPE Synergy

B. Nutanix software running on HPE DL380

C. Nutanix NX Appliance

D. Nutanix software running on HPE Apollo

Correct Answer: B

QUESTION 3

What enables customers to experience the Nutanix Enterprise CloudPlatform at no cost?

A. Acropolis Starter

B. Nutanix Express

C. Prism Starter Edition

D. Community Edition

Correct Answer: D

QUESTION 4

A customer is evaluating Microsoft Exchange, but is under the impression that Nutanix is less than ideal platform for Exchange. What should you highlight in this situation?

A. The Hypervisor agnostic capabilities of Nutanix align with Microsoft mandate to run Exchange on Hyper-V

B. As mailbox grow in number and size, isolating the compute and storage will reduce performance degradation

C. Nutanix has a platform that combines compute and storage into a single appliance and allows for predictive mailbox growth for individual users

D. Nutanix has an Exchange Solution Reviewed Program (ESRP) that has been validated by Microsoft for 50,000 customers

Correct Answer: C

QUESTION 5

A Vmware customer is in between buying cycle and indicates they lack the budget forboth storage and server. Which strategy should you use to address the customer\\'sconstraints in this situation?

A. Engage distribution to leverage Nutanix buy-back program

B. Recommend a Nutanix healthcheck of their current environment

C. Review their Vmware spending and explore a migration to AHV

D. Set a meeting when their refresh cycles coincide

Correct Answer: C

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