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QUESTION 1

A financial firm leverages Nutanix for VDI. The firm needs a highperformance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

- A. Splunk on Nutanix
- B. Cisco UCS on Nutanix software
- C. Commvault for backup at primary and DR sites
- D. IBM Power on Nutanix

Correct Answer: A

QUESTION 2

An IT Director needs to deploy a "Cloud Strategy Team"but does not have the budget tohire a new fulltime employee. How does Nutanix help customers in these situation?

- A. Nutanix offers presales engineers at a discounted rate to consult with customers
- B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions
- C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers
- D. Nutanix engages its Executive Search Arm (ESA) to find customers the prope candidates/resources

Correct Answer: B

QUESTION 3

A customer is interested in managing and analyzing alarge amount of data that comesinto their organization daily in a virtual environment.

Which alliance partner is mostappropriate for this custome\\'s needs?

- A. Commvault
- B. Intel
- C. Splunk
- D. IBM

Correct Answer: C



QUESTION 4

Why should you include IDC report in a customer proposal?

- A. To highlight Nutanix history as a company
- B. To include positive customer experiences after implementing Nutanix
- C. To highlight IDC as a wellknown and welltrusted company
- D. To showcase effective reference architectures and the value of good POCs

Correct Answer: B

QUESTION 5

An existing customer has a cloudfirst strategy. To upsell Calm, which question should you ask?

- A. How do you plan to deploy applications on the cloud?
- B. How does your application platform in the cloud versus onprem?
- C. What is your approach to buying resources for additional workloads?
- D. What is your disaster recovery and data protection plan?

Correct Answer: A

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