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QUESTION 1

An internet analytics company spend $20 million a year on AWS. You havean opportunity to capturesome of that spend. Which question should you ask to determine what kind of Nutanix opportunityexists with this client?

A. How much do they send on their inhouse storage environment?

B. How many IT professional do they employ?

C. Which predictable workloads are residing in AWS?

D. Which elastic workloads resides in AWS?

Correct Answer: C

QUESTION 2

The customer\'s IT team is interested in moving to public cloud for the cost saving they are expecting. The IT team is not interested to evaluate Nutanix\'s solution.

Which question should you ask to help overcome this barrier to entry?

A. What is your disaster recovery strategy in this cloud?

B. How will you monitor the costs of your public cloud services?

C. Which public cloud offering are you evaluating for this move?

D. How will your CAPEX costs change by moving to the public cloud?

Correct Answer: B

QUESTION 3

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others wants timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

A. Faster time to market

B. Simplified management

C. Reduced TCO/faster ROI

D. Predictable scaling performance

Correct Answer: B

QUESTION 4

A prospect is not interested in HCI. They are looking for additional storage capacity. Which question should you ask to uncover more about this opportunity?

A. Who is your SAN provider?

B. How much additional capacity does your team currently need?

C. What is prompting the need for this additional capacity?

D. Have you evaluated the public cloud for additional resources like this?

Correct Answer: C

QUESTION 5

A customer is releasing an RFP for their DR site. Youwant Nutanix NearSync to be arequirement. Which requirement should be included in the RFP to support this goal?

A. Must have 1min RPO capability

B. Must have snapshots capability

C. Must have fibre connectivity between sites

D. Must have compression enabled by deault

Correct Answer: A

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