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QUESTION 1

A CIO has a requirement to reduce OpEx by 20% YoY. Which 2 data points should be illustrated to the CIO in this situation? (Choose 2)

- A. IDC states that managing Nutanix environment takes 71% less time than managing a legacy environment
- B. Gartner lists Nutanix as the leader in the Magic Quadrant above all other competitive offerings
- C. IDC claims Nutanix provides 5year TCO savings of 58%
- D. Gartner has validated that Nutanix achieves nondisruptive, rolling upgrades
- E. IDC states that Nutanix customers experience a 510% ROI on average over 5 years

Correct Answer: CE

QUESTION 2

What is the key benefit of Nutanix InstantON for Citrix Cloud?

- A. Nutanix InstantON is a preconfigured and packaged bundle for deploying Nutanix
- B. Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution
- C. Nutanix InstantON is automated, configfree application discovery, application aware backup and application aware recovery
- D. Nutanix InstantON is a predefined reference design for sub100 users deployments

Correct Answer: A

QUESTION 3

An IT Director is having compliance issues due to unmanageable "Shadow IT" in their organization. Because of these issues, the IT Director needs to provide infrastructure services faster to their organization. Which solution is more appropriate for this customer?

- A. Calm
- B. Flow
- C. Prism Pro
- D. Beam

Correct Answer: A

QUESTION 4



The director of a big data organization appreciates the overall Nutanix value proposition but is skeptical that it can perform in a large Splunk deployment.

Which case studies should you use to overcome the skepticism?

- A. Bentley's
- B. Maryland Lottery
- C. Hitachi
- D. NASDAQ

Correct Answer: D

QUESTION 5

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Correct Answer: C

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