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QUESTION 1

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. 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 default

Correct Answer: A

QUESTION 2

How does Nutanix allow Splunk to take full advantage of server virtualization without the limitation of other solutions?

- A. Nutanix AFS delivers high performance storage for virtualization usable by Splunk
- B. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- C. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- D. Deduplication will reduce the footprint of the data making virtualization more straightforward

Correct Answer: C

QUESTION 3

A system administrator is updating a 3-tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is considering Nutanix as an alternative architecture as a standard for future projects.

Which advantage will the Nutanix solution provide to help the system administrator in this situation?

- A. Consolidation of the high cost of support
- B. Single update point with an HCI product
- C. Quick response to the business unit
- D. Ability to upgrade a SAN through a single GUI

Correct Answer: B

QUESTION 4



The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with VMware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP spends on hypervisor licensing costs
- D. How much the VP pays the IT team

Correct Answer: C

QUESTION 5

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

- A. Reduced TCO and increased ROI
- B. Reduced complexity with a single GUI
- C. Rapid time to market
- D. Reduction in IT headcount

Correct Answer: C

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