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QUESTION 1

An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are affecting customer experience.

Which business value should you highlight with the application owner?

A. Increase application performance

B. Provides fractional consumption

C. Delivers faster time to value

D. Offers freedom of choice

Correct Answer: A

QUESTION 2

Which action can you take to obtain a customized TCO/ROI report?

A. Reference case studies published on the Nutanix website

B. Engage Nutanix/Lenovo account manager

C. Reference the Resource tab of the Nutanix Partner Portal

D. Utilize the TCO/ROI calculation > nutanix.com/tco

Correct Answer: D

QUESTION 3

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 4

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

QUESTION 5

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix

enterprise cloud platform.

What are 2 valueadds that ASU realized after deploying Nutanix Enterprise Cloud? (Choose 2)

A. The ability to run multiple hypervisors in their production environment

B. The freedom to deploy Nutanix software on their already existing Cisco UCS server

C. Reduced footprint from 4 racks to 1

D. Reduction in OpEx by 24x

E. Significant reduction in downtime

Correct Answer: DE

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