



# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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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

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### QUESTION 2

A customer is interested in managing and analyzing a large amount of data that comes into their organization daily in a virtual environment.

Which alliance partner is most appropriate for this customer's needs?

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

Correct Answer: C

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### QUESTION 3

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

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#### 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

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#### QUESTION 5

What should you highlight regarding the 2018 Gartner HCI Magic Quadrant?

- A. Nutanix systems are allflash platforms, which carries a premium price compared to the highcapacity hybrid solutions of other HCI competitors
- B. Nutanix provides a 510% ROI over 5 years and 98% less downtime
- C. Nutanix success is built on the sheer size of Windows Servers installed base, where even a small addressable market adoption represents significant success in the HCI onpremises market
- D. Nutanix is the leader. It has proven user acceptance and high customer satisfaction, which results in repeat sales and high node counts (100+) in large global enterprise accounts

Correct Answer: D

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