



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

Nutanix Certified Sales Representative (NCSR): Level 3

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### QUESTION 1

An IT Director needs to deploy a "Cloud Strategy Team" but does not have the budget to hire a new fulltime employee. How does Nutanix help customers in these situation?

- A. Nutanix offers presales engineers at a discounted rate to consult with customers
- B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions
- C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers
- D. Nutanix engages its Executive Search Arm (ESA) to find customers the proper candidates/resources

Correct Answer: B

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### QUESTION 2

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Correct Answer: C

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### QUESTION 3

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 5 year 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

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### QUESTION 4

How does Nutanix allow Splunk to take full advantages of servers 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 straight forward

Correct Answer: C

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#### 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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