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QUESTION 1

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others wants timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

A. Faster time to market

B. Simplified management

C. Reduced TCO/faster ROI

D. Predictable scaling performance

Correct Answer: B

QUESTION 2

The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an onsite POC to overcome this lastminute objection?

A. Nutanix customer reference

B. Community Edition

C. Try and Buy

D. More discount

Correct Answer: C

QUESTION 3

A large insurance company\\'s plan to prevent a data breach are completely outdated. A breach would cost the company millions to retify, incur compliance, fines, and erode their public image.

With whom should you have this business discussion?

A. IT Director

B. Security Manager

C. Application Owner

D. Chief Information Security Officer

Correct Answer: D

QUESTION 4

A customer adopts Nutanix for their VDI workload. In a followup discussion, it becomesapparent that the customer has newfound user profile and home directory storage.

Which Nutanix product should be positioned to this custome?

A. ABS

B. AHV

C. Beam

D. AFS

Correct Answer: D

QUESTION 5

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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