Nautanix

NCSR-Level-2
Nutanix Certified Sales Representative (NCSR): Level2

Questions & Answers PDF

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Question: 1

The IT team likes the simplicity of the block, file and platform services offered by AWS.The team prefers to keep these services on-prem. Which Nutanix product can nativelyinclude this type of functionality and deliver it on-prem?

A. X-ray
B. Flow
C. Acropolis
D. Xi

Answer: C

Question: 2

A prospect is looking for a cost-effective, on-prem alternative to AWS ElasticFile Services (EFS). What should you highlight to this prospect?

A. Nutanix ABS exposes iSCSI block storage and is natively integrated into Nutanix
B. Nutanix ACS is natively integrated into Nutanix and has a broad ecosystem
C. Nutanix AFS is simple, scalable, enterprise class, and is natively integrated into Nutanix
D. Nutanix AFS has broad ecosystem support and can handle high enterprise performance requirement

Answer: C

Question: 3

A Vmware customer is in between buying cycle and indicates they lack the budget forboth storage and server. Which strategy should you use to address the customer'sconstraints in this situation?

A. Engage distribution to leverage Nutanix buy-back program
B. Recommend a Nutanix healthcheck of their current environment
C. Review their Vmware spending and explore a migration to AHV
D. Set a meeting when their refresh cycles coincide

Answer: C

Question: 4

An AWS customer is experiencing the financial impact of public cloud lock-in and requires long term

flexibility and choice across clouds.
Which Nutanix product can help with multi-cloud platform?

A. Calm
B. AHV
C. Xi
D. AFS

Answer: A

Question: 5

A customer needs to reduce the number of highly paid IT specialists required for the management of storage and virtualization. Which Nutanix product should you proposeto solve this problem?

A. Xi
B. Prism
C. AFS
D. Sizer

Answer: B

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