DUMPSARENA

Nutanix Certified Sales Representative (NCSR): Level3

Nutanix NCSR-Level-3

Version Demo

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QUESTION NO: 1

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

A. Nutanix offers pre-sales 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 prope candidates/resources

ANSWER: B

Explanation:

Nutanix deployments in the datacenter allow storage engineers to focus on other solutions is correct because Nutanix is designed to simplify the operational work traditionally required to run separate storage, compute, and virtualization infrastructure. Its hyperconverged platform combines these infrastructure functions and provides centralized, consumer-like management through Nutanix Cloud Platform and Prism. Automation, policy-driven operations, and simplified lifecycle management can reduce routine administrative effort, including work associated with provisioning, monitoring, and maintaining infrastructure.

For an IT director who cannot add a dedicated cloud-strategy hire, this operational model helps the existing team reclaim time from day-to-day infrastructure administration. Storage and infrastructure specialists can therefore contribute to higher-value initiatives, such as cloud operating models, application modernization, governance, and hybrid multicloud planning, while continuing to support the datacenter with a smaller operational burden. This aligns with Nutanix’s value proposition of delivering cloud-like simplicity for on-premises environments and enabling IT teams to focus more of their capacity on business outcomes rather than managing infrastructure silos. Nutanix describes the platform and its unified management approach at Nutanix Cloud Platform and explains its hyperconverged infrastructure model at Nutanix Cloud Infrastructure.

QUESTION NO: 2

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 Nuanix as the leader in the Magic Quadrant above all other competitive offerings

C. IDC claims Nutanix provides 5year 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

ANSWER: C E

Explanation:

The most relevant data points are “IDC claims Nutanix provides 5year TCO savings of 58%” and “IDC states that Nutanix customers experience a 510% ROI on average over 5 years.” A five-year total-cost-of-ownership comparison gives the CIO a quantified, independently developed view of the potential economic reduction from adopting Nutanix. It directly supports a discussion of lowering the ongoing cost base by consolidating infrastructure management, reducing operational complexity, and improving resource efficiency. While TCO includes both capital and operational cost elements, a substantial TCO reduction establishes a credible financial foundation for an OpEx-reduction objective.

The independently measured five-year ROI provides the complementary business-case measure. ROI translates the cumulative value of cost savings and operational efficiencies relative to investment, helping the CIO evaluate whether the planned transformation can deliver meaningful financial results over the intended planning horizon. Used together, the TCO-savings and ROI figures frame both the scale of cost improvement and the return expected from the investment. Nutanix

positions its platform around reducing operational complexity through unified infrastructure and operations, which is central to demonstrating efficiency-led savings. See Nutanix Cloud Platform and Nutanix resources and analyst research.

QUESTION NO: 3

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

ANSWER: C

Explanation:

Try and Buy is the appropriate next step because it gives the customer a practical, lower-friction way to validate Nutanix in an environment that is more relevant to their own requirements, without committing the sales process to a resource-intensive onsite proof of concept. It is especially useful when a hosted POC has demonstrated the general platform capabilities but the customer still needs additional confidence around fit, usability, operational experience, or specific workloads. The program supports a guided evaluation path that helps the customer continue testing and move from technical validation toward a purchase decision. This directly addresses a late-stage concern by offering further hands-on assurance while maintaining sales momentum and avoiding the additional complexity, scheduling, and infrastructure requirements of an onsite POC. Nutanix presents Try and Buy as an evaluation option for organizations assessing its cloud platform and solutions. See the Nutanix Try and Buy page and the Nutanix products overview for details on evaluating Nutanix capabilities and solutions.

QUESTION NO: 4

A system administrator is updating 3-tier environment with 3 hardware vendors. Each update must be compatible with the next. The system administrator is consideringNutanix as an alternative architecture as a standard for future projects. Which advantage will the Nutanix solution provide to help the system administrator in this situation?

A. Consolidation of the high cost of support

B. Single update point with an HCI product

C. Quick response to the business unit

D. Ability to upgrade a SAN through single GUI

ANSWER: B

Explanation:

Single update point with an HCI product is correct because Nutanix hyperconverged infrastructure brings compute, storage, virtualization, and associated platform software together as an integrated solution managed through Prism. This substantially reduces the operational burden inherent in a traditional three-tier environment, where server, storage, and networking components can have separate vendors, firmware matrices, support processes, and update dependencies. Nutanix Lifecycle Manager (LCM) is designed to simplify lifecycle operations by inventorying supported software and firmware versions, identifying available updates, performing compatibility checks, and orchestrating updates from a centralized management interface. This integrated lifecycle approach helps an administrator standardize future deployments and reduce the need to coordinate independently validated updates across separate infrastructure silos. Nutanix also validates and publishes supported component combinations so customers can maintain a known-good platform state rather than manually determining whether each change will work with the rest of the stack. The result is a more predictable, streamlined update experience for the HCI environment, with fewer handoffs and less complexity during maintenance planning. See Nutanix Lifecycle Manager and the Nutanix LCM overview documentation.

QUESTION NO: 5

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

A. Calm

B. Flow

C. ABS

D. Beam

ANSWER: C

Explanation:

ABS is appropriate because Nutanix Acropolis Block Services extends Nutanix storage services to physical, non-virtualized servers. It lets bare-metal hosts consume block storage from a Nutanix cluster over standard storage protocols, allowing the customer to retain workloads that need to remain on physical hardware while gaining the operational and data-services benefits of the Nutanix platform.

This is a particularly relevant upsell where virtualization is not presently feasible because of application vendor requirements, hardware dependencies, performance or latency considerations, or an incremental modernization strategy. Instead of requiring an immediate workload migration into virtual machines, ABS enables the customer to consolidate storage onto Nutanix infrastructure and present highly available block volumes to those existing bare-metal systems. The customer can then use Nutanix capabilities such as efficient storage management, snapshots, replication, and disaster-recovery-oriented data protection according to the deployed configuration and licensing.

Positioning ABS therefore addresses the stated need directly: it connects currently physical workloads to Nutanix storage without making virtualization a prerequisite. Nutanix describes the offering and its bare-metal block-storage use case on its Acropolis Block Services product page; additional product context is available from Nutanix AOS.

QUESTION NO: 6

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

ANSWER: D

Explanation:

Utilize the TCO/ROI calculation > nutanix.com/tco is correct because the Nutanix Total Cost of Ownership and Return on Investment calculator is intended to produce an assessment based on a customer's own environment and business inputs. A seller can enter relevant infrastructure assumptions, such as the existing platform, capacity needs, operational characteristics, and planned deployment requirements, to model the costs of a conventional environment against a Nutanix-based solution. The resulting output provides a tailored financial view rather than a generic published benchmark, helping quantify potential infrastructure savings, operational efficiencies, and return on investment for the specific opportunity. This makes the calculator an appropriate action when a customer or sales team needs a customized TCO/ROI report to support a business-case conversation. Nutanix presents this resource as its TCO calculator at Nutanix TCO Calculator. The report can be used to frame the value discussion around measurable customer outcomes and to complement the broader value of Nutanix hybrid multicloud solutions described at Nutanix Hybrid Multicloud.

QUESTION NO: 7

A development organization wants to provide self-service infrastructure to application teams while maintaining governance over approved templates, access, and cloud spending.

Which 2 Nutanix Cloud Manager capabilities should be positioned? (Choose 2)

A. Self-Service blueprints and catalog items

B. Cloud cost visibility and governance

C. Replacement of all public-cloud identity services

D. Mandatory migration of every workload to a single cloud

E. Physical SAN zoning for application teams

ANSWER: A B

Explanation:

Nutanix Cloud Manager Self-Service and Nutanix Cloud Manager Cost Governance are the appropriate capabilities. Self-Service enables IT to publish standardized blueprints and catalog items so authorized users can request approved environments without manual provisioning handoffs. This gives developers faster access to resources while preserving IT-defined standards and controls.

Cost Governance provides visibility and governance for cloud spending, helping customers allocate costs, identify optimization opportunities, and improve accountability for cloud consumption. Together, these capabilities address the customer's need for both agility and financial oversight. See the Nutanix Cloud Manager Self-Service overview and Nutanix Cloud Manager overview.

QUESTION NO: 8

A prospect is comparing a traditional SAN architecture with Nutanix Cloud Infrastructure. The prospect expects virtual-machine growth to continue and wants to reduce the amount of storage capacity purchased for redundant data.

Which 2 Nutanix storage capabilities should be highlighted? (Choose 2)

A. Compression and deduplication for eligible data

B. Scale-out expansion by adding nodes

C. Fibre Channel zoning for each virtual machine

D. Separate SAN-controller upgrades

ANSWER: A B

Explanation:

Data reduction through compression and deduplication can help reduce the physical storage consumed by eligible data, improving storage efficiency for virtualized workloads. The actual benefit depends on workload characteristics, data types, and configuration.

Scale-out expansion is also relevant because Nutanix clusters can grow by adding nodes, increasing available compute and storage resources as application demand develops. This allows the customer to expand incrementally rather than performing a disruptive replacement of a separate storage array. Fibre Channel zoning and separate SAN-controller upgrades are characteristics of traditional shared-storage operations, not primary Nutanix storage capabilities. See the Nutanix AOS overview and the Nutanix Cloud Infrastructure overview.

QUESTION NO: 9

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

ANSWER: D E

Explanation:

Arizona State University realized a **reduction in OpEx by 24x** after deploying the Nutanix Enterprise Cloud platform. This reflects the operational simplification produced by hyperconverged infrastructure: compute, storage, and virtualization are managed through a unified, software-defined platform rather than through separately administered infrastructure silos. Reduced administrative effort, faster routine operations, and less infrastructure complexity enable IT teams to devote more time and budget to services that support the university's academic and digital-learning mission.

ASU also experienced a **significant reduction in downtime**. Nutanix enterprise cloud architecture is designed for resiliency and availability, distributing services across cluster nodes and enabling non-disruptive lifecycle operations. This supports a more reliable environment for the university workloads and services that students, faculty, and staff depend on. In the ASU customer story, these outcomes illustrate the business value of simplifying the underlying infrastructure while improving service continuity. Nutanix describes its higher-education customer outcomes and enterprise-cloud approach at Nutanix: Arizona State University and provides an overview of its cloud platform architecture at Nutanix Cloud Platform.