

# DUMPS ARENA

## Nutanix Certified Sales Representative (NCSR): Level3

Nutanix NCSR-Level-3

Version Demo

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**QUESTION NO: 1**

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 Server 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

**ANSWER: D**

**QUESTION NO: 2**

An IT decision maker often gets locked into buying 2 or 3 years cloud “packages” upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A.** Scale quickly
- B.** Freedom of choice
- C.** Fractional consumption
- D.** Simple to manage

**ANSWER: C**

**QUESTION NO: 3**

How can I easily learn more about Nutanix Ready AHV validated solutions?

- A.** Visit Nutanix Ready compatibility Matrix available online in the Support portal
- B.** This information is not available. It is confidential
- C.** Since AHV is an open platform, you don't have to worry about compatible solutions

D. We are working on Nuanix Ready AHV validated solutions, but they are not ready yet

**ANSWER: A**

#### QUESTION NO: 4

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**

#### QUESTION NO: 5

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

**ANSWER: D**

#### QUESTION NO: 6

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**

#### **QUESTION NO: 7**

How does Nutanix allows 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

**ANSWER: C**