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Exam : **NCSR-Level-3**

Title : Nutanix Certified Sales
Representative (NCSR): Level3

Vendor : Nutanix

Version : DEMO

NO.1 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 claims Nutanix provides 5year TCO savings of 58%
- B. Gartner lists Nuanix as the leader in the Magic Quadrant above all other competitive offerings
- C. Gartner has validated that Nutanix achieves nondisruptive, rolling upgrades
- D. IDC states that Nutanix customers experience a 510% ROI on average over 5 years
- E. IDC states that managing Nutanix environment takes 71% less time than managing a legacy environment

Answer: A,D

NO.2 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. Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- C. Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- D. Deduplication will reduce the footprint of the data making virtualization more straight forward

Answer: B

NO.3 The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with Vmware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

- A. Management pain around the current 3tier architecture
- B. The hybrid cloud strategy of the VP
- C. How much the VP pays the IT team
- D. How much the VP spends on hypervisor licensing costs

Answer: D

NO.4 How does Veeam compliment Nutanix infrastructure, what are the most relevant capabilities?

- A. Availability for Azure Stack: Veeam Availability for Azure Stack can help manage HyperV environments on Nutanix
- B. Life cycle management: This allows customers to integrate key functionality such as SnapShots and cloning for their application. Managing effective Da2 Operatons
- C. Instant VM Recovery: With a few mouse clicks, recover VMs and their associated data in seconds directly from backup copies to ensure critical application recovery SLAs
- D. Management Pack for System Center: The Veeam MP for System Center will enable administrators to manage their Nutanix through System Center

Answer: C