Nutanix

NCSR-LEVEL-3 Exam

Nutanix Certified Sales Representative (NCSR): Level 3 Exam

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Version: 4.0

Question: 1

A prospect who just bought new UCS servers needs a storage refresh and is interested in Nutanix. How should you proceed?

A. Uncover when the servers will be up for refresh
B. Discuss the ability of Nutanix to backup to AWS
C. Discuss the ability of Nutanix to add storage-only nodes
D. Determine if the servers fall on the Nutanix compatibility matrix

Answer: D

Question: 2

An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget. What is an appropriate Nutanix expansion strategy in this environment?

A. Cross-sell to an adjacent team with more budget
B. Position AHV and allocate savings to additional HW
C. Upsell AFS and allocate savings for additional resources
D. Position DR with AWS to free up budget for new workloads

Answer: B

Question: 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 3-tier architecture
B. The hybrid cloud strategy of the VP
C. How much the VP spends on hypervisor licensing costs
D. How much the VP pays the IT team

Answer: C

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Question: 4

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations. With whom should you conduct an ease of management value proposition discussion at this retail company?

A. CIO
B. IT Manager
C. Store Manager
D. Application Owner

Answer: A

Question: 5

The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an on-site POC to overcome this last-minute objection?

A. Nutanix customer reference
B. Community Edition
C. Try and Buy
D. More discount

Answer: C

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