Free Questions for NCSR-Level-3 by dumpssheet

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Question 1

How should you include the IDC report in a customer proposal?

Options:

A- Reference the IDC website

B- Extract highlights from the report and insert into the proposal as reference

C- Download the document and attach it directly to the proposal

D- Download the IDC report email kit from the partner portal and send to customer

Answer:

C

Question 2

The director of a big data organization appreciates the overall Nutanix value proposition but is skeptical that it can perform in a large Splunk deployment.

Which case studies should you use to overcome the skepticism?

Options:

A- Bentley's

B- Maryland Lottery

C- Hitachi

D- NASDAQ

Answer:

D

Question 3

Question Type: MultipleChoice

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix Enterprise Cloud Platform. Which primary pain point did deploying Nutanix help ASU overcome?

Options:

A- Separate upgrade Windows in their siloed environment causing downtime for critical workloads

B- Inability to keep up with their growing storage capacity requirements

C- Large costs associated with their virtualization software licensing agreements

D- Inability to leverage the Microsoft Azure Public Cloud for their DR strategy

Answer:

B

Question 4

Question Type: MultipleChoice

How does Veeam compliment Nutanix infrastructure, what are the most relevant capabilities?

Options:

A- 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

B- Life cycle management: This allows customers to integrate key functionality such as SnapShots and cloning for their application. Managing effective Da2 Operatons

C- Management Pack for System Center: The Veeam MP for System Center will enable administrators to manage their Nutanix through System Center

D- Availability for Azure Stack: Veeam Availability for Azure Stack can help manage HyperV environments on Nutanix

Answer:

A

Question 5

Question Type: MultipleChoice

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

Options:

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 6

Question Type: MultipleChoice

What is the key benefit of Nutanix InstantON for Citrix Cloud?

Options:

A- Nutanix InstantON is a preconfigured and packaged bundle for deploying Nutanix

B- Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution

C- Nutanix InstantON is automated, configfree application discovery, application aware backup and application aware recovery

D- Nutanix InstantON is a predefined reference design for sub100 users deploymens

Answer:

A

Question 7

What is the primary concern of a typical system administrator?

Options:

A- Employee headcount

B- Shadow IT

C- Complex Management

D- Salary

Answer:

B

Question 8

Which action can you take to obtain a customized TCO/ROI report?

Options:

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

Question 9

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. Which requirement should be included in the RFP to support this goal?

Options:

A- Must have 1min RPO capability

B- Must have snapshots capability

C- Must have fibre connectivity between sites

D- Must have compression enabled by deault

Answer:

A

Question 10

Question Type: **MultipleChoice**

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

Options:

A- Reduced TCO and increased ROI

B- Reduced complexity with a single GUI

C- Rapid time to market

D- Reduction in IT headcount

Answer:

C