



Free Questions for NCSR-Level-3 by certsdeals

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Question 1

Question Type: MultipleChoice

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

Options:

- A) Nutanix offers presales 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

Question 2

Question Type: MultipleChoice

A VMware customer evaluating HCI prefers VSAN. The customer understands that Nutanix is market leader, but believes that VSAN is "good enough" for their needs. What is an example of a question that you should respond in this situation?

Options:

- A) What is your IT budget for next year?
- B) Are you interested in reducing your virtualizing licensing cost?
- C) What hardware platform would you run Nutanix on given the choice?
- D) What VMs would you run in the public cloud?

Answer:

B

Question 3

Question Type: MultipleChoice

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

Options:

- A) Nutanix offers presales 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

Question 4

Question Type: MultipleChoice

A Vmware customer evaluating HCI prefers VSAN. The customer understand that Nutanix is market leader, but believes that VSAN is "good enough" for their needs. What is an

example of a question that you should respond in this situation?

Options:

- A) What is your IT budget for next year?
- B) Are you interested in reducing your virtualizing licensing cost?
- C) What hardware platform would you run Nutanix on given the choice?
- D) What VMs would you run in the public cloud?

Answer:

B

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