Question 1

What is the key benefit of Nutanix's automated STIG?

Options:

A- Performance enhancements

B- Software encryption

C- Storage management efficienices

D- Automated validation and selfhealing

Answer:

D

Question 2

Which differentiating Nutanix technology enables customers the advantage of running different workloads on newer hardware generation nodes within cluster without compromising performance compared to 3tier environments that lack this ability?

Options:

A- Data Locality

B- AHV

C- Boost acceleration

D- Snapshots

Answer:

A

Question 3

Question Type: MultipleChoice

If a channel rep identifies an HX opportunity, where should they register the deal?

Question 4

Question Type: **MultipleChoice**

A prospect wants to get updated information on Nutanix

technologies. Which location would you recommend?

Options:

A- "Contact Us" page in Nutanix.com

B- Nutanix LinkedIn Home Page

C- Webinars on Nutanix.com

D- Reddit

Answer:

C

Question 5

Question Type: MultipleChoice

What yearly event does Nutanix host for customer appreciation?

Options:

A- XTreme

B- .NEXT

C- Activate

D- Xlive!

Question 6

Question Type: MultipleChoice

Which initial service does Xi Cloud offer?

Options:

A- Disaster Recovery Service

B- VDI Service

C- Database Service

D- Email Service

Answer:

A

Question 7

What must be considered when deploying Nutanix?

Options:

A- Storage requirement for next 5 years

B- LUN provisioning

C- Tolerance for downtime

D- Applications and workloads

Answer:

D

Question 8

What is the main advantage of moving into HCI?

Options:

A- Multiple storage tiers ensure redundancy

B- Single management interface reduces complexity

C- Simplified architecture ensures virus protection

D- Simplified infrastructure design reduce wear on SSD

Answer:

B

Question 9

Question Type: **MultipleChoice**

A customer has a dataintensive application that generates a lot of reads and writes.

What benefit does Nutanix offer that should be positioned for this customer?

Options:

A- Data protection

B- Data deduplication

C- Data redundancy

D- Data locality

Answer:

D

Question 10

Question Type: **MultipleChoice**

How should the benefits of a Nutanix Enterprise Cloud solution be described to a

customer?

Options:

A- It provides the best security available as well as the most efficient control for a public cloud solution

B- It combines agility and simplicity of the public cloud with the security and control of a private cloud

C- It delivers all benefits of a public cloud in an all onpremises solutiomn

D- It is a public cloud solution and is easy to manage

Answer:

B

Question 11

Question Type: MultipleChoice

How does HCI delivers continuous innovation?

Options:

A- Allows new software features and capabilities to be frequently rolledin, non disruptively

B- It decouples the compute from the storage, making it easier to upgrade them independent from each other

C- Future proofs infrastructure for compatibility with the latest specialized hardware

D- Enables the ability to scale infrastructure on demand, as the business grows

Answer:

D

Question 12

Question Type: MultipleChoice

A customer often postpones upgrades to avoid downtime. How can Nutanix help?

Options:

A- Oneclick operations

B- Builtin hypervsor

C- Unified management console

D- Cloudbased disaster recovery

Answer:

A