



Free Questions for NCSR-Level-3 by vceexamstest

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Question 1

Question Type: MultipleChoice

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

Options:

- A- The Nutanix NPS is based on responses from its top 50 customers
- B- Since 2014, Nutanix NPS has been 90+
- C- Nutanix NPS is in line with the industry average
- D- Nutanix NPS has grown exponentially over the last few years

Answer:

B

Question 2

Question Type: MultipleChoice

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

Options:

- A- Calm
- B- Flow
- C- ABS
- D- Beam

Answer:

C

Question 3

Question Type: MultipleChoice

An IT Director is having compliance issues due to unmanageable "Shadow IT" in their organization. Because of these issues, the IT Director needs to provide infrastructure services faster to their organization. Which solution is more appropriate for this customer?

Options:

A- Calm

B- Flow

C- Prism Pro

D- Beam

Answer:

A

Question 4

Question Type: MultipleChoice

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

Options:

A- Scale quickly

- B- Freedom of choice
- C- Fractional consumption
- D- Simple to manage

Answer:

C

Question 5

Question Type: MultipleChoice

How does Nutanix allows Splunk to take full advantages of servers virtualization without the limitation of other solutions?

Options:

- A- Nutanix AFS delivers high performance storage for virtualization usable by Splunk
- B- Capacity Advisor will help Splunk administrators tweak storage tiers on the Nutanix platform
- C- Nutanix DSF (Distributed Storage Fabric) allows Splunk indexers to access data locally
- D- Deduplication will reduce the footprint of the data making virtualization more straight forward

Answer:

C

Question 6

Question Type: MultipleChoice

An existing customer has recently acquired a company. The customer wants to isolate the new company's applications from their existing IT infrastructure as part of integration process. Which product should you upsell?

Options:

A- Beam

B- Xi

C- Flow

D- Calm

Answer:

C

Question 7

Question Type: MultipleChoice

A large retail company needs to implement ROBO solution across hundreds of sites with limited budget per site. Which Nutanix capability allows the customer to meet its requirements within budget?

Options:

- A- Near Sync
- B- 1Node Cluster
- C- SnapMirror
- D- Autoenabled Deduplication

Answer:

B

Question 8

Question Type: MultipleChoice

An internet analytics company spend \$20 million a year on AWS. You have an opportunity to capture some of that spend. Which question should you ask to determine what kind of Nutanix opportunity exists with this client?

Options:

- A- How much do they spend on their inhouse storage environment?
- B- How many IT professional do they employ?
- C- Which predictable workloads are residing in AWS?
- D- Which elastic workloads resides in AWS?

Answer:

C

Question 9

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

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