



# QUESTION & ANSWER

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**Exam : NCSR-Level 3**

**Title : Nutanix Certified Sales  
Representative (NCSR):  
Level 3**

**Version : DEMO**

1. 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?

- 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 proper candidates/resources

**Answer: B**

2. 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?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

**Answer: C**

3. 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?

- A. Bentley’s
- B. Maryland Lottery
- C. Hitachi
- D. NASDAQ

**Answer: D**

4. What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

**Answer: B**

5. 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. Crosssell 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**