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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 tohire 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 prope candidates/resources
Answer: B

2.An IT decision maker often gets locked into buying 2 or 3 years cloud “packages” upfront to takeadvantage 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