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Exam : **NCSR-Level 1**

Title : Nutanix Certified Sales Representative (NCSR): Level 1

Version : DEMO

1.What is the main advantage of moving into HCI?
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

2.Which value proposition is appropriate to Nutanix's "pay as you grow" web scale infrastructure?
A. Predictive capacity planning and analysis
B. Continuous innovation and feature updates
C. Automation and selfhealing capabilities
D. A single unified management pane
Answer: A

3.A prospect wants the benefits of HCI, but wants to avoid removing its existing Cisco UCS Infrastructure.
What should be brought to the prospect's attention in this situation?
A. Nutanix Enterprise Cloud software is fully tested to run on Cisco UCS servers at high performance with unlimited scalability
B. Nutanix Enterprise Cloud software is 100% compatible with all hardware vendor platforms
C. Nutanix provides the freedom to replace the Cisco hardware when it goes endoflife, after implementing the Nutanix Enterprise Cloud software solution
D. When running on a cisco hyperflex, the company can still use its Cisco UCSinfrastructure
Answer: A

4.How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?
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

5.A customer is considering moving to the public cloud.
What does the customer need to consider?
A. Hypervisor choice
B. Data locality
C. Security
D. Virtual machines
Answer: C