Question: 1

Which scenario presents an opportunity for Nutanix Solution for a retail company?

A. A company is upgrading its server environment at each remote store
B. A company is upgrading its point of sales software
C. A company needs to make credit card transactions to be more secure
D. A company is evaluating its search engine optimization strategy

Answer: A

Question: 2

Which is true for traditional 3ticr architecture?

A. The entire datacentor contained in 4U space
B. Separate hardware components often from a number of different vendors
C. Single management interface spanning servers, storage and hypcrvisor
D. Single type of appliance continuously stacked to meet the needs of the business

Answer: B

Question: 3

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

A. Performance enhancements
B. Software encryption
C. Storage management efficienices
D. Automated validation and selfhealing

Answer: D

Question: 4

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

A. Predictive Operations could help the IT save time monitoring and troubleshooting
B. Move to Acropolis Ultimate Licensing would help customer reduce management time
C. Deploying Prism Central would make the customer's environment more secure

D. Converting all nodes to flash would reduce maintenance requirements and costs

Answer: A

Question: 5

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

A. The distributor
B. Lenovo
C. Nutanix
D. The system integrator

Answer: B

Question: 6

How does HCI delivers continuous innovation?

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: 7

What can be accomplished with "OneClick" in Prism?

A. Fibre Channel provisioning
B. Storage Pool creation
C. Infrastructure Upgrade
D. CRM management

Answer: C

Question: 8

Which Nutanix product provides enterprise file services?

A. Acropolis
B. Calm
C. Prism
D. Xi

Answer: A

Question: 9

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

Question: 10

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