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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**