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Question 1

Question Type: MultipleChoice

Which scenario presents a Nutanix sales opportunity for this healthcare company?

Options:

- A- A healthcare company needs to scan medical data from paper to digital
- B- A healthcare company needs longer battery life from their medical device carts
- C- A healthcare company needs to evaluate their wearable device management strategy
- D- A healthcare company has standardized on HPE hardware, but needs a private cloud experience

Answer:

A

Question 2

Question Type: MultipleChoice

An oil company looking at solution to help avoid future outages and unplanned downtime while transitioning to the cloud for its DR strategy. Which Nutanix benefits should you highlight?

Options:

- A-** Nutanix offers unlimited scalability with synchronous replication for easy sitetosite DR
- B-** Nutanix offers 98% fewer occurrences in unplanned downtime and cloud connect features for DR to the cloud
- C-** Nutanix helps eliminate excess costs related to datacenter space, power and cooling with no hypervisor lockin
- D-** Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Answer:

B

Question 3

Question Type: MultipleChoice

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?

Options:

- 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 UCS infrastructure

Answer:

A

Question 4

Question Type: MultipleChoice

Nutanix consistently delivers an NPS score in the high 90's. When should this

differentiator be mentioned to a customer?

Options:

- A- The customer is frustrated with vendor lockon
- B- The customer is dealing with multiple hardware vendors
- C- The customer is concerned about security
- D- The customer is struggling with application upgrades

Answer:

B

Question 5

Question Type: MultipleChoice

Midsize business is looking to move off to office365 and refresh their onsite infrastructure. What workload associated to Office365 can Nutanix manage?

Options:

- A- Oracle
- B- Openstack
- C- SAP
- D- Exchange

Answer:

D

Question 6

Question Type: MultipleChoice

Which scenario presents an opportunity for Nutanix Solution for a financial firm?

Options:

- A- The financial firm needs to secure the data around it's microtransactions

- B-** The financial firm's limited staff needs to solve problem faster
- C-** The financial firm needs to improve the office internet speed
- D-** The financial firm needs to prevent use of BYOD on their network

Answer:

B

Question 7

Question Type: MultipleChoice

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

Options:

- 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 8

Question Type: MultipleChoice

Which scenario presents an opportunity for Nutanix Solution?

Options:

- A-** A school has standardized on Dell hardware and uses HyperV
- B-** A school is exploring options to optimize classroom productivity
- C-** A school needs options for BYOD in the classroom
- D-** A school needs to regulate network traffic to certain websites

Answer:

A

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