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Nutanix NCSR-Level-1

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QUESTION NO: 1

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 self-healing capabilities

D. A single unified management pane

ANSWER: A

Explanation:

Predictive capacity planning and analysis is the value proposition most closely associated with Nutanix's "pay as you grow" web-scale infrastructure. A web-scale Nutanix cluster is designed to expand incrementally: organizations can begin with the capacity required for current workloads and add nodes as demand for compute, storage, or memory increases. This avoids making a large, speculative infrastructure purchase well before it is needed. Capacity planning and analysis support that consumption model by helping IT teams understand present utilization, identify growth trends, forecast when resources may become constrained, and make informed decisions about the appropriate time to expand. In practical sales terms, this connects the architecture to an economic outcome: customers can align infrastructure investment with actual business growth while retaining a straightforward path to scale. Nutanix describes its Cloud Platform as providing flexible scalability and a unified foundation for workloads, and its infrastructure approach supports scaling clusters by adding resources over time. These characteristics make capacity visibility and forward-looking planning central to the "pay as you grow" message. See the Nutanix Cloud Platform overview and Nutanix Cloud Infrastructure overview for Nutanix's scalability and infrastructure positioning.

QUESTION NO: 2

A customer operates small manufacturing locations with limited rack space and no dedicated storage administrators at each site.

Which Nutanix deployment model should be discussed?

A. Remote office/branch office

B. Enterprise content management

C. Customer relationship management

D. Wireless LAN replacement

ANSWER: A

Explanation:

Remote office/branch office is correct because Nutanix can provide a compact, standardized infrastructure platform for distributed locations. A ROBO deployment can run local applications while enabling centralized visibility and management, helping a small central IT team support many sites without requiring specialized storage administration at every location.

This model is well suited to manufacturing plants, retail stores, branch offices, and other edge locations that need reliable local infrastructure but have limited space and staff. Nutanix describes distributed-site use cases at its Remote Office/Branch Office Solutions page.

QUESTION NO: 3

When pitching the value of 1click simple upgrades, which proof point should be used?

A. 71% less time to manage Nutanix environment

B. 5 year ROI of 510%

C. 98% fewer occurrence of unplanned downtime

D. Average investment payback period of 7.5 months

ANSWER: A

Explanation:

71% less time to manage Nutanix environment is the appropriate proof point for positioning Nutanix one-click simple upgrades. The value proposition of one-click operations is operational simplicity: administrators can plan, sequence, validate, and execute software and firmware lifecycle activities from a centralized management experience instead of manually coordinating numerous compatibility checks and upgrade steps across the infrastructure stack. This reduces routine administration effort and helps IT teams spend more of their time on higher-value initiatives.

Nutanix Lifecycle Management is designed to simplify upgrades by providing automated inventory, upgrade recommendations, prechecks, and orchestrated update workflows. In a sales discussion, the 71% figure directly connects that automation to a measurable management-efficiency outcome, making it relevant to a customer evaluating the operational value of simplified upgrades. The message should focus on reduced administrative time, a more consistent lifecycle process, and the ability to maintain platform currency with less operational overhead. Nutanix describes lifecycle management capabilities and one-click software operations at Nutanix Lifecycle Management and provides platform operations information at Nutanix Cloud Infrastructure.

QUESTION NO: 4

What is the key benefit of Nutanixâ€™s automated STIG?

A. Performance enhancements

B. Software encryption

C. Storage management efficienices

D. Automated validation and selfâ€healing

ANSWER: D

Explanation:

Automated validation and selfâ€healing is the key benefit of Nutanixâ€™s automated STIG capability. Security Technical Implementation Guides (STIGs) establish configuration requirements intended to harden systems and support secure operation in regulated environments. Nutanix automation applies the applicable security baseline consistently, validates the platformâ€™s configuration against that baseline, and helps maintain compliance over time rather than relying solely on manual, point-in-time checks. The self-healing element is especially valuable operationally: when configuration drift is identified, the platform can remediate supported deviations automatically. This reduces the administrative effort and potential human error involved in maintaining a hardened environment while providing a more continuous compliance posture. For organizations subject to Department of Defense security requirements, this approach supports faster deployment of compliant infrastructure and helps sustain the expected configuration state as the environment evolves. Nutanix identifies security and compliance as core platform capabilities for government and regulated workloads, while DISA publishes STIGs as security configuration standards used to improve system security. See Nutanix's Federal Government solutions overview and the DISA STIG resource page.

QUESTION NO: 5

A customer needs to deliver virtual desktops to seasonal employees and expects the number of users to change throughout the year.

Which workload should be discussed as a Nutanix opportunity?

A. Virtual desktop infrastructure

B. Email encryption gateway

C. Network access control

D. Mobile device management

ANSWER: A

Explanation:

Virtual desktop infrastructure is correct because Nutanix provides a scalable HCI foundation for virtual desktop infrastructure (VDI) workloads. VDI environments commonly require consistent user experience, rapid desktop provisioning, and the ability to add infrastructure resources when user populations or application demand increase.

Nutanix can simplify the infrastructure underlying virtual desktops by combining compute, storage, virtualization, and management in a scale-out platform. This is relevant for organizations that need to accommodate seasonal staffing without maintaining separate infrastructure silos. Nutanix describes VDI use cases and supported desktop solutions at its Virtual Desktop Infrastructure page.

QUESTION NO: 6

Midsize business is looking to move off to office365 and refresh their onsite

infrastructure. What workload associated to Office365 can Nutanix manage?

A. Oracle

B. Openstack

C. SAP

D. Exchange

ANSWER: D

Explanation:

Exchange is correct because it is the email and calendaring workload most directly associated with Microsoft Office 365 (now Microsoft 365), where it is delivered as Exchange Online. Nutanix can provide and manage the on-premises infrastructure platform used for Microsoft Exchange Server virtual machines, including the compute, storage, virtualization, resiliency, and lifecycle-management foundation needed for an Exchange deployment. This is especially relevant for a midsize organization that is modernizing its data center while moving toward cloud productivity services, since it may retain Exchange Server workloads for hybrid connectivity, phased migration, regulatory requirements, application dependencies, or local services during the transition.

Nutanix's Microsoft Exchange solution information describes the use of Nutanix infrastructure to simplify Exchange deployments and provide scalable, highly available infrastructure. Microsoft's Exchange Online documentation also establishes Exchange Online as the hosted email component of Microsoft 365. Together, these resources support Exchange as the Office 365-associated workload in this scenario. Nutanix manages the underlying platform and operations for the on-premises Exchange workload; Microsoft operates the Exchange Online service when the organization uses the cloud offering.

References: Nutanix Microsoft Exchange solutions; Microsoft Learn: Exchange Online.

QUESTION NO: 7

A customer needs to protect critical applications and orchestrate recovery to another site after a disaster. Which Nutanix solution should be positioned?

A. Nutanix Disaster Recovery

B. Prism

C. Nutanix Calm

D. Nutanix Files

ANSWER: A

Explanation:

Nutanix Disaster Recovery is correct because it provides protection and recovery capabilities for business-critical workloads. It supports recovery planning through protection policies, replication, recovery plans, and orchestration for failover and failback operations.

For a customer concerned about restoring applications after a site outage, the sales discussion should focus on recovery objectives, application dependencies, recovery-site requirements, and operational simplicity. Nutanix Disaster Recovery helps customers implement a more repeatable and manageable recovery process. More information is available on the Nutanix Disaster Recovery product page.

QUESTION NO: 8

A customer often postpones upgrades to avoid downtime. How can Nutanix help?

A. One-click operations

B. Built-in hypervisor

C. Unified management console

D. Cloud-based disaster recovery

ANSWER: A

Explanation:

One-click operations help customers keep their infrastructure current while minimizing disruption. Nutanix Prism provides streamlined lifecycle management for Nutanix software and, where supported, associated firmware and hypervisor components. Rather than requiring administrators to manually coordinate many separate update steps across servers, the platform performs prechecks, orchestrates the update workflow, and applies upgrades in a controlled manner. In a clustered environment, Nutanix can use rolling operations: workloads are moved or protected as individual nodes are taken through maintenance and then returned to service. This approach is designed to maintain application availability during planned maintenance when the environment has sufficient healthy capacity and the relevant compatibility requirements are met. The operational simplicity is especially valuable to customers that defer upgrades because traditional infrastructure upgrades are complex, risky, and time-consuming. By reducing administrative effort and supporting nondisruptive, rolling maintenance procedures, one-click operations make it more practical to apply updates on a regular schedule instead of accumulating technical debt. Nutanix describes its lifecycle-management capabilities and one-click upgrade experience in its Nutanix Cloud Platform overview and documents upgrade workflows in the Nutanix AOS Upgrade Guide.