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QUESTION 1

After a meeting with a new prospect to demo Nutanix for a Splunk opportunity, the prospect requests a POC.

To qualify the need for a POC, which question should an SE ask the prospect first?

- A. Are you considering other solutions?
- B. What do you plan to evaluate?
- C. Is this project budgeted?
- D. Which version of Splunk are you running?

Correct Answer: B

QUESTION 2

A prospect needs to refresh their environment but has a very small budget for the project. Four years after their last infrastructure refresh, the prospect's datacenter is only running at 40% utilization. In addition, they have 25 satellite offices. Each office has a requirement to run 4 to 6 VMs locally.

Which two Nutanix platform capabilities should the SE highlight to address the prospect's concerns? (Choose two)

- A. Multi-Site Management.
- B. Pay as you grow.
- C. Automated data storage tiering.
- D. Software only.
- E. Single node backup.

Correct Answer: AB

QUESTION 3

A customer wants to decrease costs and increase efficiency by eliminating NAS silos and adopting a cloud-like mindset. Which Nutanix product meets these requirements?

- A. Nutanix Calm
- B. Nutanix Xi Frame
- C. Nutanix Files
- D. Nutanix Beam

Correct Answer: C

QUESTION 4

Which two capabilities does IPAM provide in a Nutanix networking configuration? (Choose two.)

- A. Allows proxy server settings to be set up for a defined network
- B. Allows AHV to assign IP addresses automatically to VMs using DHCP
- C. Configures a VLAN with an IP subnet and assigns a group of IP addresses
- D. Configures firewall rules to prevent or allow certain TCP/IP traffic

Correct Answer: BC

QUESTION 5

Which two collection tool outputs can be imported into Nutanix Sizer (Choose two)

- A. Live Optics
- B. Collector
- C. RVTools
- D. MAP

Correct Answer: BC

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