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Nutanix Certified Sales Representative (NCSR): Level2

Nutanix NCSR-Level-2

Version Demo

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QUESTION NO: 1

What enables customers to experience the Nutanix Enterprise Cloud Platform at no cost?

A. Acropolis Starter

B. Nutanix Express

C. Prism Starter Edition

D. Community Edition

ANSWER: D

Explanation:

Community Edition enables customers to experience the Nutanix Enterprise Cloud Platform at no cost. Nutanix Community Edition is a free, self-service software offering intended for individuals and organizations that want hands-on experience with Nutanix technologies in a lab, home environment, or non-production setting. It lets users deploy Nutanix software on supported commodity hardware, create a cluster, and explore core capabilities such as virtualization, storage, and management through Prism. This makes it useful for learning platform concepts, evaluating workflows, developing skills, and testing use cases before adopting a supported commercial deployment. Community Edition is available through the Nutanix Community site, where users can review requirements, download the software, and access community resources. Although it provides a practical way to evaluate and learn the platform, it is designed for educational, evaluation, and non-production use rather than as a replacement for a production subscription and associated enterprise support. Nutanix identifies Community Edition as its free offering for exploring its cloud platform capabilities. See the Nutanix Community Edition page and the Community Edition Getting Started Guide for details.

QUESTION NO: 2

A customer is evaluating Nutanix Cloud Clusters (NC2) on AWS to extend its existing Nutanix environment into the public cloud.

Which two benefits should be highlighted?

(Choose 2)

A. Consistent Nutanix operations across on-premises and AWS environments

B. The ability to use AWS resources while running the Nutanix Cloud Platform software stack

C. Replacement of all AWS native networking services

D. Elimination of the need for AWS infrastructure costs

E. Support for running NC2 on any AWS virtual machine instance

ANSWER: A B

Explanation:

Consistent Nutanix operations across on-premises and AWS environments and **the ability to use AWS resources while running the Nutanix Cloud Platform software stack** are correct. NC2 on AWS enables customers to operate Nutanix clusters on AWS bare-metal infrastructure, extending the Nutanix operating model to the public cloud. Customers can use familiar Nutanix capabilities and processes while consuming AWS infrastructure services.

This approach is useful for customers that need additional capacity, disaster recovery options, datacenter-exit flexibility, or a cloud location for selected workloads without adopting a completely separate infrastructure operating model. See the Nutanix Cloud Clusters overview for more information.

QUESTION NO: 3

A customer needs to protect critical applications between two Nutanix clusters and wants to simplify disaster recovery operations.

Which two Nutanix capabilities should be highlighted?

(Choose 2)

A. Protection policies

B. Automated failover orchestration

C. Manual SAN zoning

D. Separate hypervisor management consoles

ANSWER: A B

Explanation:

Protection policies and **automated failover orchestration** are appropriate capabilities for this requirement. Nutanix data protection policies define how and when workloads are replicated to a recovery location. Disaster recovery orchestration uses the established recovery configuration to simplify failover, failback, and recovery testing. Together, these capabilities reduce manual recovery steps and help organizations execute a more consistent disaster recovery process. See the Nutanix Disaster Recovery overview for more information.

QUESTION NO: 4

A customer is considering Nutanix Kubernetes Platform to improve consistency for its cloud-native application teams.

Which two benefits should be highlighted?

(Choose 2)

A. Kubernetes cluster lifecycle management

B. Consistent Kubernetes operations across hybrid multicloud environments

C. Automatic conversion of virtual machines into containers

D. Removal of all application security responsibilities

E. Replacement of every public-cloud service with Kubernetes

ANSWER: A B

Explanation:

Kubernetes cluster lifecycle management and **consistent Kubernetes operations across hybrid multicloud environments** are correct. Nutanix Kubernetes Platform helps organizations standardize how Kubernetes clusters are deployed and operated, reducing the need for separate processes and tools across different infrastructure locations.

These capabilities support platform teams that need to provide developers with reliable Kubernetes environments while maintaining governance and operational control. The platform does not eliminate the need to design applications appropriately or replace all virtualization and infrastructure services. See the Nutanix Kubernetes Platform overview.

QUESTION NO: 5

The IT team likes the simplicity of the block, file and platform services offered by AWS. The team prefers to keep these services on-prem. Which Nutanix product can natively include this type of functionality and deliver it on-prem?

A. X-ray

B. Flow

C. Acropolis

D. Xi

ANSWER: C

Explanation:

Acropolis is correct because it is the Nutanix software foundation that brings compute virtualization and software-defined storage services together on the Nutanix platform. It enables customers to consume infrastructure resources through a simplified, cloud-like operating model while retaining deployment and operational control in their own datacenter. Acropolis includes the Acropolis Hypervisor (AHV) and the distributed storage capabilities that underpin Nutanix workloads, allowing the environment to present and manage storage and virtualization services natively rather than requiring a separate traditional hypervisor and storage stack. This aligns with the requirement to provide AWS-like simplicity for on-premises infrastructure: resources are centrally managed, scale out with the cluster, and are delivered as integrated platform services. Nutanix can also extend these core capabilities with native data services for workload needs, while preserving the consistent Nutanix operational experience. Nutanix describes Acropolis as the platform layer combining virtualization and storage capabilities, and its current cloud-platform portfolio continues this integrated approach. See Nutanix Acropolis and Nutanix Cloud Platform.

QUESTION NO: 6

A prospect has regulatory concerns and requires network isolation of VMs that processpersonally identifiable information (PII). Which Nutanix solution address this concern?

A. Prism Pro

B. Calm

C. Acropolis

D. Flow

ANSWER: D

Explanation:

Flow is the appropriate Nutanix solution because it provides network security and microsegmentation for workloads running in a Nutanix environment. Using Flow Network Security, organizations can define policy-based controls that restrict communication to and from virtual machines handling personally identifiable information. These policies can be based on workload categories or labels rather than relying only on static network constructs, helping teams consistently isolate sensitive workloads as they are deployed, moved, or scaled.

This capability supports regulatory and security objectives by applying a least-privilege model: PII-processing VMs can be permitted to communicate only with the specific application tiers, services, and management systems required for their function. Flow also provides visibility into traffic flows, which helps an organization design, validate, and maintain segmentation policies for sensitive applications. Nutanix describes Flow Network Security as native microsegmentation that enables application-centric security policies and reduces the attack surface through controlled east-west traffic. For an overview, see Nutanix Flow Network Security. Additional product documentation and resources are available through the Nutanix Support Portal documentation.

QUESTION NO: 7

A customer is evaluating Nutanix AHV and wants to understand the operational advantages of using it with Nutanix Cloud Platform.

Which two benefits should be highlighted?

(Choose 2)

A. Integrated management through Prism

B. No separate hypervisor license

C. Requirement for a dedicated external SAN

D. Requirement for a separate virtualization console

ANSWER: A B

Explanation:

Integrated management through Prism and **no separate hypervisor license** are key AHV benefits. AHV is natively integrated with the Nutanix platform, allowing administrators to manage virtual machines, storage, and infrastructure operations through Prism. AHV is included with Nutanix Cloud Infrastructure, helping customers avoid the cost and complexity of separately licensing a traditional hypervisor. See the Nutanix AHV overview and the Nutanix Prism overview.

QUESTION NO: 8

A customer is considering changing server manufacturers in the next 12 to 18months. Which Nutanix solution should be positioned for this customer?

A. Prism

B. Nutanix Software

C. Xi

D. IBM HCI powered by Nutanix

ANSWER: B

Explanation:

Nutanix Software is the right solution to position because it separates the Nutanix Cloud Platform software from a single server-manufacturer decision. This gives the customer hardware flexibility: they can run the same Nutanix software stack on supported platforms from multiple server vendors and can choose a different qualified vendor when their hardware refresh occurs in 12 to 18 months. The customer retains consistent operational capabilities—including the Nutanix distributed storage fabric, virtualization choices, and Prism-based management—while gaining the freedom to align future server purchases with their preferred manufacturer, commercial terms, supply availability, or hardware requirements. Nutanix validates supported hardware configurations through its compatibility resources, helping ensure that the selected platform meets Nutanix requirements before deployment. This software-centric approach protects the customer's investment in the platform and reduces dependency on any particular hardware vendor as infrastructure needs evolve. See the Nutanix Cloud Platform overview and the Nutanix Compatibility and Interoperability Matrix for supported-platform guidance.

QUESTION NO: 9

A customerâ€™s security team needs to isolate their employees from contractors in their

VDI deployment. Which Nutanix product meets this requirement?

A. Xâ€□ray

B. AHV

C. Flow

D. Calm

ANSWER: C

Explanation:

Flow is the appropriate Nutanix product because it provides network-security capabilities, including microsegmentation, for workloads running in a Nutanix environment. In a VDI deployment, employee and contractor desktop virtual machines can be placed into distinct logical groups and governed by security policies that control the traffic permitted between those groups. This enables the security team to isolate the two populations without relying solely on broad network boundaries or manually maintaining rules for every individual virtual desktop.

Flow policies can use workload context and categories to apply controls consistently as desktops are deployed, changed, or moved. For example, desktops categorized for employees and desktops categorized for contractors can receive policies that allow only explicitly required communications while preventing lateral access between the groups. This supports least-privilege segmentation and helps reduce the attack surface associated with VDI environments. Nutanix describes Flow as its cloud networking and security offering, with Flow Network Security delivering microsegmentation and policy-based protection for applications and workloads. See the Nutanix Flow product page and the Flow Network Security overview for details.