



70-121

Microsoft

Designing and Providing Microsoft Volume License Solutions to Small and Medium Business

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Question: 1

You are a licensing specialist at Company.com. Company.com has 400 desktops. The desktops run Microsoft Windows XP Professional, which was acquired through a Select License agreement with Software Assurance Membership. Windows XP Professional is the Company standard, and it must run on all desktops. One hundred of the desktops rely on a third-party product that can run only on Windows 2000 Professional. You need to recommend the most cost-effective way for your customer to license Windows 2000 Professional. What should you recommend?

- A. Acquire Virtual PC 2004 licenses through the Company's existing Select License agreement.
- B. Acquire Virtual PC 2004 licenses through the Company's existing Select License agreement. Acquire a full Windows 2000 Professional license through an Original Equipment Manufacturer (OEM) channel or through a retail channel.
- C. Acquire Virtual PC 2004 through the Company's existing Select License agreement. Acquire a full Windows XP Professional license through an Original Equipment Manufacturer (OEM) channel.
- D. Acquire both Virtual PC 2004 and additional Windows XP Professional upgrade licenses through the Company's existing Select License agreement.

Answer: A

Question: 2

Which licenses or agreement types provide downgrade rights? (Choose all that apply.)

- A. all Select License agreements
- B. all OEM licenses
- C. all Full Package Product
- D. all Open License agreements
- E. any agreement that includes Software Assurance

Answer: A,D,E

Question: 3

You are a licensing specialist at Company.com. Your customer has a Select 5.x License agreement with Software Assurance and an Enterprise 5.x Agreement with Software Assurance. Both agreements expire today. The chief information officer (CIO) has not yet decided if he wants to renew Software Assurance. You need to identify how much time the CIO has to renew Software Assurance. Which length of time should you identify?

- A. 30 days
- B. 60 days
- C. 90 days
- D. 120 days

Answer: C

Question: 4

You are a licensing specialist at Company.com. You have a customer in England who is interested in Software Assurance. You need to identify the cost per year of Software Assurance for Systems, Applications, and Servers licenses for your customer. Which cost should you identify?

- A. 29 percent of the Systems license price, 29 percent of the Applications license price, and 25 percent of the Servers license price

- B. 25 percent of the Systems license price, 29 percent of the Applications license price, and 29 percent of the Servers license price
- C. 29 percent of the Systems license price, 25 percent of the Applications license price, and 25 percent of the Servers license price
- D. 25 percent of the Systems license price, 29 percent of the Applications license price, and 25 percent of the Servers license price

Answer: A

Question: 5

You are a licensing specialist at Company.com. Your customer has 500 desktops. The desktops need to be replaced. The customer wants to standardize the desktops to run Microsoft Windows XP Professional and Microsoft Office Professional 2003. The customer does not want to activate any of the 500 desktops. You need to recommend the most appropriate licensing solution. What should you recommend?

- A. Acquire licenses and Software Assurance through a volume licensing agreement.
- B. Acquire licenses through an Original Equipment Manufacturer (OEM). Add Software Assurance.
- C. Acquire licenses and Software Assurance through a retail channel.

Answer: B

Question: 6

What is the minimum number of qualified desktops that a Company must have to qualify for an Enterprise Agreement?

- A. 5 desktops
- B. 250 desktops
- C. 500 desktops
- D. 1,500 desktops

Answer: B

Question: 7

You are a licensing specialist at Company.com. Company.com is a Company that has a Select License agreement. Two years ago the Company purchased 400 portable computers with Microsoft Windows 2000 Professional and Microsoft Office XP Professional preinstalled. Forty-five days ago the Company purchased 100 desktops with Windows XP Professional and Office 2003 Professional OEM licenses. Which of the Company's current licenses are eligible to be enrolled in Software Assurance?

- A. only the licenses for the portable computers
- B. all licenses for the desktops and the portable computers, when a new Select License agreement is signed
- C. only the Windows XP Professional OEM licenses purchased with the new desktops
- D. the Windows XP Professional and Office 2003 Professional OEM licenses purchased with the new desktops

Answer: D

Question: 8

You are a licensing specialist at Company.com. Today Company.com acquired 20 new desktops that have Microsoft Windows XP Professional preinstalled. The customer wants to enroll these

licenses in Software Assurance. How much time does the customer have to enroll these licenses in Software Assurance?

- A. 30 days
- B. 60 days
- C. 90 days
- D. 120 days

Answer: C

Question: 9

You are a licensing specialist at Company.com. Company.com is a large Company that has offices in France, China, and England. The Company network consists of 30,000 desktops that run Microsoft Office Professional 2003. The employees need to be able to change the user interface languages frequently. The customer wants to sign an Enterprise Agreement. You need to recommend a language licensing solution for the customer. What should you recommend?

- A. Choose the All Languages option on the Enterprise Agreement enrollment.
- B. Choose the Listed Languages option on the Enterprise Agreement enrollment.
- C. Use the Cross Language use rights in the Enterprise Agreement.
- D. Use the Platform Independent use rights in the Enterprise Agreement.

Answer: A

Question: 10

You are a licensing specialist at Company.com. Last year, Company.com signed a Select License agreement and forecasted enough license acquisitions to qualify for Select Level B in the Server pool. At the first anniversary of the agreement, your customer had purchased only 780 points in the Server pool. You need to inform your customer how his licensing agreement will be affected. What should you advise your customer?

- A. The customer will be terminated from the Select License agreement.
- B. The customer will be automatically re-leveled to Select Level A.
- C. The customer will be automatically re-leveled to Select Level C.
- D. The customer must re-negotiate the Select License agreement and must forecast Select Level A.
- E. The customer must re-negotiate the Select License agreement and must forecast Select Level C.

Answer: B

Question: 11

You are a licensing specialist at Company.com. Company.com has 75 desktops. The desktops run Microsoft Office Professional 2003, which was acquired through an Open Business agreement. The Company standardized its Office Professional 2003 configuration by creating a custom image that uses volume license media and the Company's volume license product key. Company.com buys 15 new desktops that are bundled with an Original Equipment Manufacturer (OEM) version of Office Professional 2003. The customer wants the new desktops to have the custom image. You need to recommend the most appropriate way to accomplish this goal. What should you recommend?

- A. Acquire Software Assurance for the 15 OEM versions of Office Professional 2003.
- B. Acquire the Office Professional 2003 license through the Company's current agreement for the 15 OEM versions of Office Professional 2003.

- C. Acquire the Office Professional 2003 license and Software Assurance through the Company's current agreement for the 15 OEM versions of Office Professional 2003.
- D. Create a new image by using the OEM media. Deploy this image to all desktops.
- E. Re-image the new desktops by using the custom image.

Answer: A

Question: 12

What are the characteristics of a qualified desktop?

- A. Any personal computers and similar devices used to do work for the Company and capable of running enterprise products. Included are home computers and mobile devices. Not included are computers running as a server only, computers running line-of-business software only, and systems running an embedded operating system.
- B. Any personal computers and similar devices used to do work for the Company and capable of running enterprise products. Not included are computers running as a server only, computers running line-of-business software only, and systems running an embedded operating system.
- C. Any personal computers and similar devices used to do work for the Company and capable of running enterprise products. Included are computers running as a server only, computers running line-of-business software, and systems running an embedded operating system. The devices must be purchased by the Company during the term of its licensing agreement.
- D. Any personal computers and similar devices used to do work for the Company and capable of running enterprise products. Included are computers running as a server only, computers running line-of-business software, and systems running an embedded operating system. The devices must have a Microsoft Windows operating system.

Answer: B

Case Study 1, Scenario, NorthwindTraders

You are a licensing specialist at Company.com. Your customer is Northwind Traders, a small manufacturer of winter sportswear.

Company Background

Northwind Traders sells sportswear to outlets in the United States and Canada. Northwind Traders has 200 sales representatives. Network Description Each sales representative has a portable computer and a handheld device. Northwind Traders purchased 100 new portable computers for the sales force less than 60 days ago. These new computers had Microsoft Windows XP Professional and Microsoft Office 2003 Professional preinstalled.

The Company has 80 desktops in the main office. These desktops are older PCs running Windows 98 and Office 97 Professional.

Current Licensing Solution

In July 2002, Northwind Traders purchased licenses and Software Assurance for Windows 98 and Office Professional on the desktops through the Open License program. No upgrades have been installed, due to the hardware constraints of the older desktops.

Business Goals

Northwind Traders plans to launch an online store to expand its business into the worldwide market.

The Company plans to update its server environment with the following software:

Windows Server 2003

Microsoft Exchange Server 2003

Microsoft SharePoint Portal Server 2003

Microsoft SQL Server 2000, for its online store

The Company plans to replace the 100 older portable computers within the next year.

The Company wants to continue to increase sales by effectively servicing existing customers and by expanding its customer base without adding employees.

The Company president wants to standardize all software on the desktops and the portable computers, but he does not want to spend budget on upgrading the 80 noncritical desktops.

Case Study 1, NorthwindTraders (Questions)

Question: 1

You need additional information before you can recommend the most appropriate licensing solution. What additional information do you need?

- A. the location of the sales representatives
- B. the number of expected daily visitors to the Web site
- C. the software acquisition process
- D. the number of servers

Answer: C

Question: 2

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