



Exam : 070-121

Title : Designing and Providing Microsoft Volume License Solutions to Small and Medium Organizations

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Topic 1, Courseware Publishers, Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Courseware Publishers.

Courseware Publishers Background

Courseware Publishers is a new publishing company that has three full-time and ten part-time employees, who share client computers at present.

The company has a public domain named courseware.com and an Internet presence. The success of Internet sales has caught the company by surprise.

Existing Network

The Courseware Publishers network consists of a Workgroup that contains a single Windows 2000 Server named CP-SR01 and 10 Windows 2000 Professional client computers. CP-SR01 and each client computer run Microsoft Access 97. The client computers also run third-party applications. The company expects a software refresh cycle of 5 years.

Current Licensing Solution

When the company was launched, the owner did not plan for new hardware and software purchases. The company is currently experiencing difficulty managing new software acquisitions.

Business Goals

Courseware Publishers needs to upgrade the CP-SR01 to Windows Server 2003 and Access 2003 in order to keep up with sales growth. All client computers should also be upgraded to Office 2003 Professional. In addition, Courseware Publishers will need to hire at least two new full-time and five new part-time employees. Additional client computers will also be required.

Topic 1, Courseware Publishers (6 Questions)

QUESTION 1

You need to propose the most cost-effective licensing solution for Courseware Publishers.

What should you do? (Choose TWO.)

- A. Propose that the company obtain user client access licenses (CALs).
- B. Propose that the company obtain device client access licenses (CALs).
- C. Propose that the company obtain Windows Server 2003 licensed in Per User mode.
- D. Propose that the company obtain Windows Server 2003 licensed in Per Server mode.

Answer: B, D

QUESTION 2

You need to propose the best licensing solution for Courseware Publishers.

What should you do?

- A. Propose license acquisition through an Open Business agreement.
- B. Propose license acquisition through an Open Volume agreement.

- C. Propose license acquisition through a Select License agreement.
- D. Propose license acquisition through an Original Equipment Manufacturer (OEM) channel.

Answer: A

QUESTION 3

You are busy sorting out the licensing for the computers at Courseware Publishers. You need to determine which computers at Courseware Publishers are qualified desktops. Which of the following would be qualified desktops?

- A. All computers and mobile devices.
- B. All computers that the company uses for work purposes and are able to run enterprise products.
- C. All computers that are bought by the company during the term of its licensing agreement.
- D. All computers that are running a Microsoft Windows operating system.
- E. Not the computers that are running as a server, computers running line-of-business software only, and systems running an embedded operating system.

Answer: B, E

QUESTION 4

The owner of Courseware Publishers wants to know which license agreement offers downgrade rights in case the company wants to downgrade CP-SR01. What would you reply?

- A. All agreements on Select License agreements, Open License agreements and Software Assurance agreements.
- B. Only Original Equipment Manufacturer (OEM) licenses.
- C. Small Business Server Client Access Licenses and Open License agreements.
- D. User client access licenses, Open License agreements and Software Assurance agreements.

Answer: A

QUESTION 5

The Courseware Publishers CEO wants to know what the main factors are that would require the company to change its licensing acquisition process. What would you reply?

- A. Budget considerations and licensing management concerns.
- B. The upgrading to Windows Server 2003.
- C. The need to hire two additional full-time employees and licensing management concerns.

D. The upgrading to Windows Server 2003 and Access 2003 and the desktops to Office 2003 Professional.

Answer: A

QUESTION 6

Should Courseware Publishers acquire license through an Open Business agreement that includes Software Assurance, how much time will the company have to renew only the Software Assurance agreement once the Open Business agreement expires.

- A. 10 days after the Open Business agreement expires.
- B. 60 days after the Open Business agreement expires.
- C. 90 days after the Open Business agreement expires.
- D. 2 months after the Open Business agreement expires.
- E. 6 months after the Open Business agreement expires.

Answer: C

Topic 2, City Central, Inc., Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named City Central, Inc.

Company Background

City Central, Inc is a 10 year old company provides personnel placement for small businesses. The company currently has 50 employees that are spread across four departments named Sales, Marketing, Recruitment and Finance. The company is currently experiencing an annual growth rate of 10% and expects this to continue over the next five years.

Due to the expected growth of the company, City Central, Inc has hired an IT administrator named Clive Wilson. Clive Wilson will evaluate the current network environment and will develop a plan to support the company's expected growth.

Existing Network

The City Central, Inc network contains three Microsoft Windows NT Server 4.0 server computers named CC-SR01, CC-SR02 and CC-SR03 and 60 client computers. CC-SR03 is configured as a Mail server that runs Microsoft Exchange Server.

Hardware and software for the client computers have been added as required by each department with no centralized control. The client computer distribution is as follows:

- * The Recruitment department has 20 Windows XP Professional client computers that run Microsoft Office XP Professional. These client computers were purchased a year ago.
- * The Sales department has 15 Windows 98 client computers that run Microsoft Office 97.
- * The Marketing department has 21 Windows 98 client computers that do not meet the minimum requirements for Windows XP Professional or Microsoft Office 2003 Professional.
- * The Finance department has 4 Windows 98 client computers that run third-party finance application. The third-party finance application cannot run on Windows 2000

Professional or Windows XP Professional.

Current Licensing Solution

Clive Wilson cannot identify the ownership of the software that is in use as the purchase records for the current software are incomplete.

Business Goals

City Central, Inc wants greater control over IT costs but also wants to stay up to date with the latest software.

The company wants to replace CC-SR01, CC-SR02 and CC-SR03 with one server named CC-SR04. CC-SR04 will run Microsoft Small Business Server 2003.

The company also wants to standardize the client computers, except those in the Finance department, to Windows XP Professional and Office 2003 Professional.

Topic 2, City Central, Inc (8 Questions)

QUESTION 7

You need to propose a licensing solution for City Central, Inc.

Which of the following issues would you need to resolve before you can propose a license solution?

- A. Are there any remote or mobile users?
- B. How much does the company want to spend?
- C. What version of Exchange Server is currently in use?
- D. For which products does the company have a Software Assurance agreement?
- E. What third-part software is the company using?

Answer: A

QUESTION 8

You want to implement a license agreement that would allow City Central, Inc to standardize the client computers without activating them.

What should you do?

- A. Obtain licenses and Software Assurance for the Windows XP Professional and Office 2003 Professional.
- B. Obtain licenses and acquire a Software Assurance agreement from an Original Equipment Manufacturer (OEM).
- C. Obtain a Software Assurance agreement for the client computers.
- D. Obtain a Services Provider Licensing Agreement (SPLA) to run Windows XP Professional and Office 2003 Professional.

Answer: B

QUESTION 9

Should Clive Wilson replace the client computers in the Marketing department with new client computers from an Original Equipment Manufacturer (OEM) channel with Windows XP Professional and Office 2003 Professional preinstalled, what

would be the most suitable licensing solution for all client computers at City Central, Inc?

- A. Obtain licenses and Software Assurance agreements for the Windows XP Professional upgrade and Office 2003 Professional for the client computers in the Recruitment and the Sales departments.
- B. Obtain licenses and Software Assurance agreements for Office 2003 Professional for the Marketing department's new client computers.
- C. Obtain licenses and Software Assurance agreements for the Windows XP Professional and Office 2003 Professional upgrade for the client computers in the Sales department.
- D. Obtain Software Assurance agreements only for the Marketing department's new client computers.
- E. Obtain Software Assurance agreements only for the client computers in the Recruitment department.

Answer: A, D

QUESTION 10

Which of the following server solutions would you recommend at the end of three years?

- A. Obtain another server running the latest version of Small Business Server.
- B. Obtain a suitable Transition Pack and Transition Client Access Licenses (CALs).
- C. Obtain additional Small Business Server Client Access Licenses (CALs).
- D. Obtain a new Small Business Server license and appropriate client access licenses (CALs).

Answer: B

QUESTION 11

You need to calculate the cost per year of Software Assurance for Systems, Applications, and Servers licenses for City Central, Inc.
What should you do?

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

Answer: A

QUESTION 12

The City Central, Inc CEO wants to know what the main factors are that would require the company to change its licensing acquisition process.
What would you reply?

- A. Budget considerations and licensing management concerns.
- B. Cost effectiveness and desktop standardization.
- C. The upgrading to Windows Server 2003.
- D. License compliance risk.

Answer: B, D

QUESTION 13

You need to propose the best volume licensing solution for City Central, Inc.
What should you do?

- A. Suggest the company acquire licenses through an Open Business agreement.
- B. Suggest the company acquire licenses through an Open Volume agreement.
- C. Suggest the company acquire licenses through a Select License agreement.
- D. Suggest the company acquire licenses through an Open Value Companywide Option agreement.

Answer: A

QUESTION 14

The City Central, Inc CEO wants to know what factors will affect the company's overall licensing solution the most.
What would you reply?

- A. The current growth rate of the company.
- B. Replacement of the client computers.
- C. Replacement of the hardware and software.
- D. Upgrading of the client computers.

Answer: D

Topic 3, TestLabs, Inc., Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named TestLabs, Inc.

Company Background

TestLabs, Inc. is a large software development company with over 12,000 employees. The company has 15 offices in the USA and 5 offices in Europe.

TestLabs, Inc. has two divisions named the Web Development and Application Development. The company is experiencing tremendous growth from both divisions with

the Application Development division contributing 66% of the company's turnover. TestLabs, Inc. often hires up to 1,000 developers and testers on two-year contracts to work on specific software projects.

Existing Network

The Application Development division uses Microsoft SQL Server to create highly integrated solutions that are delivered by using custom installation media. Until recently, TestLabs, Inc. has purchased Microsoft SQL Server through Full Package Product (FPP) but this no longer meets the needs of the company's deployment solution.

The Web Development division has a server farm that consists of 500 servers that run Microsoft Windows Server, Microsoft Exchange Server, Microsoft Operations Manager Server, Microsoft Systems Management Server, and Microsoft Internet Security and Acceleration Server. The company's current Select License agreement covers the licensing requirements for all these applications.

Current Licensing Solution

Hardware and software for the client computers have been added as required by each office with no centralized control. As a result, each office has a different set of desktop products and software.

Open License and Full Package Product (FPP) is used to acquire software licenses for client computers in the European offices. These offices do not have Software Assurance for their servers or their client computers.

A Select License agreement is used in the USA offices to obtain software licenses for servers and client computers.

Business Goals

TestLabs, Inc.'s Board of Executives wants to standardize all client computers to ensure that the client computers at every office are properly licensed.

Topic 3, TestLabs, Inc. (6 Questions)

QUESTION 15

Which of the following will effect TestLabs, Inc's internal licensing solution decision?

- A. The number of computers that TestLabs, Inc has purchased.
- B. Variations in the number of employees at TestLabs, Inc.
- C. The application development business and the increase in sales last year.
- D. The locations of the employees and the variation in the number of employees.

Answer: B

QUESTION 16

Which of the following describes the current software acquisition model for TestLabs, Inc? (Choose TWO.)

- A. Decentralized software decision-making.
- B. Centralized software decision-making.

- C. Centralized purchasing.
- D. Decentralized purchasing.

Answer: A, D

QUESTION 17

You need to propose the best licensing solution for TestLabs, Inc.
What should you propose? (Choose THREE.)

- A. Use Independent Software Vendor (ISV) Royalty Licensing Program for the Application Development division solutions.
- B. Use Microsoft OEM System Builder licensing for the Web Development.
- C. Use Enterprise Agreement for internal use.
- D. Use Services Provider Licensing Agreement (SPLA) for the Web Development.
- E. Use Services Provider Licensing Agreement (SPLA) for the Application Development division solutions.
- F. Use Enterprise Subscription Agreement for internal use.
- G. Use Microsoft OEM System Builder licensing for the Application Development division solutions.

Answer: A, D, F

QUESTION 18

TestLabs, Inc has purchased Microsoft Windows XP Professional through an Original Equipment Manufacturer (OEM) channel. The company wants to create a standardized desktop image of Windows XP Professional for use on its client computers. The company wants to deploy the image without having to activating the product.
What should you advice?

- A. Obtain a volume license media and a volume license product key. Use the volume license media and the volume license product key to create the standardized image.
- B. Obtain a volume license product key. Use one of the new client computers and the volume license product key to create the standardized image.
- C. Use one of the new client computers and an OEM product key to create the standardized image.
- D. Obtain a Select License agreement. Use one of the new client computers and an OEM product key to create the standardized image.

Answer: A

QUESTION 19

You need to propose the best licensing solution for TestLabs, Inc's server farm.
What should you propose? (Choose all that apply.)

- A. License the Operations Manager Server, Systems Management Server, and Internet

Security and Acceleration Server through the company's current Select License agreement.

B. License all server farm software through Microsoft OEM System Builder.

C. License the Operations Manager Server, Systems Management Server, and Internet Security and Acceleration Server through Independent Software Vendor (ISV) Royalty Licensing.

D.

License Windows Server and Exchange Server through a Services Provider Licensing Agreement (SPLA).

E. License all server farm software through Independent Software Vendor (ISV) Royalty Licensing.

Answer: A, D

QUESTION 20

You need to propose the best licensing solution for SQL Server in the Application Development division's solutions.

What should you propose?

A. Use an Open Business agreement to obtain the SQL Server licenses.

B. Use the Independent Software Vendor (ISV) Royalty Licensing program to obtain the SQL Server licenses.

C. Use an Enterprise Subscription to obtain the SQL Server licenses.

D. Allow each customer to obtain their own SQL Server licenses.

Answer: B

Topic 4, National Specialty Retailer, Inc., Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named National Specialty Retailer, Inc.

Company Background

National Specialty Retailer, Inc, is as retail company that sells specialty goods. The company has its headquarters in Miami and a branch office in New Orleans. The company has several retail outlets across Miami and New Orleans and has 150 employees, of which 5 are sales representatives.

The company fully expects an increase of 60% in sales over the next three years.

Existing Network

Headquarters has a Windows 2000 Advanced Server named NS-SR01 and 100 Windows 2000 Professional client computers. 80 of the client computers run Microsoft Office 2000 Standard while 20 run Microsoft Office XP Professional.

The Dallas branch office has Microsoft Small Business Server 2000 server computer named NS-SR02 and 50 Windows 98 client computers that run Office 97.

The sales representatives connect to NS-SR01 remotely by using Terminal Server.

Current Licensing Solution

National Specialty Retailer, Inc acquired software licenses for the Miami office through

an Open Business agreement and licenses for the New Orleans office through retail and original equipment manufacturer (OEM) channels.

Business Goals

National Specialty Retailer, Inc wants to upgrade NS-SR01 and NS-SR02 to Windows Server 2003. The company also wants to standardize the client computers at the two offices and deploy Microsoft Exchange Server at both offices within two years.

Andy Reid, the IT manager at National Specialty Retailer, Inc wants to manage and track all software licenses for both offices.

Budgetary constraints require a solution that allows the company to remain current without making large software purchases.

Topic 4, National Specialty Retailer, Inc (7 Questions)

QUESTION 21

The National Specialty Retailer, Inc CEO wants to know what the main factors are that requires the company to change its licensing solution.

What would you reply?

- A. The number of computers the company uses.
- B. Upgrading NS-SR01 and NS-SR02 to Windows Server 2003.
- C. The budgetary constraints.
- D. Standardizing the software on the client computers at the two offices.

Answer: D

QUESTION 22

You need to propose the best licensing solution to standardize National Specialty Retailer, Inc's client computer software.

What should you propose?

- A. Obtain licenses for the New Orleans office through a Services Provider Licensing Agreement (SPLA) and licenses for the Miami office through an Original Equipment Manufacturer (OEM) channel.
- B. Obtain licenses for both offices through a Services Provider Licensing Agreement (SPLA).
- C. Obtain licenses for the New Orleans office through an Enterprise Agreement and licenses for the Miami office through a retail channel.
- D. Obtain licenses for both offices through a new Open Value Companywide Option agreement.

Answer: D

QUESTION 23

You need to propose the best licensing solution for National Specialty Retailer, Inc.

What should you do?

- A. Propose that the company acquires its licenses through an Open Business agreement.
- B. Propose that the company acquires its licenses through an Enterprise Agreement.
- C. Propose that the company acquires its licenses through an Open Value Companywide Option agreement.
- D. Propose that the company acquires its licenses through an Enterprise Subscription Agreement.

Answer: C

QUESTION 24

You need to view the license agreement and product use rights for that licenses that will be acquired under the new licensing solution.
What should you do?

- A. Browse to <https://nationalspecialty.com>
- B. Browse to <https://update.microsoft.com>
- C. Browse to <http://www.microsoft.com/update>
- D. Browse to <https://licensing.microsoft.com>

Answer: D

QUESTION 25

You need to propose the best software acquisition model for National Specialty Retailer, Inc.
What should you propose?

- A. Software for the client computers at each office should be acquired separately by the respective office but software for the servers should only be acquired by the Miami office.
- B. Software for company computers should be acquired by the Miami office.
- C. Software for each office should be acquired separately by the respective office.
- D. Software for each office should be acquired separately by the respective office but the sales representatives should acquire their software as required.

Answer: B

QUESTION 26

Which of the following represents the best payment structure for National Specialty Retailer, Inc?

- A. Pay for licenses as required on a monthly basis.
- B. Pay up front for initial orders and purchase additional software products as required.
- C. Spread payments for the initial order over the term of the agreement and purchase additional software products as required.
- D. Pay for licenses up front as required.

Answer: C

QUESTION 27

Which of National Specialty Retailer, Inc's business goals will be met through Software Assurance?

- A. The standardizing of client computer software at both offices.
- B. Upgrading the servers to Windows Server 2003.
- C. The managing and tracking of all software licenses for both offices.
- D. Deploying Exchange Server at both offices within two years.

Answer: A

Topic 5, Scenario, Import Retailers, Ltd.

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Import Retailers, Ltd.

Company Background

The Import Retailers, Ltd. is a small Australian company that specializes in the importing and retailing of rare automobiles from around the world. The company was established four years ago and is located in Sydney. The company has three car showrooms in Sydney and currently has 32 employees.

Existing Network

The Import Retailers, Ltd head office has two servers and five client computers. The servers are named IT-SR01 and IT-SR02. IR-SR01 runs Microsoft Small Business Server 2003 while IR-SR02 runs Microsoft Windows Server 2003, Standard Edition. Two years ago the company deployed Terminal Server on IR-SR02 and installed Microsoft Office 2003 Professional Enterprise Edition on IR-SR02. The company's client computers access through Microsoft Office 2003 Professional Terminal Server.

The showrooms each have one client computer that connects to Terminal Server on IR-SR02 through an Internet connection.

Due to budgetary constraints, the company has a software and hardware refresh cycle of 4 years

Current Licensing Solution

Prior to deploying Terminal Server, the company employed an ad hoc method of software acquisition. Some of the initial copies of Microsoft Office were obtain through Full Package Product (FPP) while others were preinstalled on the client computers that the company acquired. Some Microsoft Office licenses were also obtained through an Open Business agreement that included Software Assurance. The Open Business agreement is due to expire in the next few days.

Due to the ad hoc nature of software acquisition, the company is not sure if it is properly licensed.

Business Goals

The owner of Import Retailers, Ltd wants to standardize the company's client computers. He wants all client computers to run the latest versions of Windows and Office

Professional. He also wants servers to run the latest version of Windows Server with Terminal Server enabled.

Due to demand from customers in Melbourne and Auckland, Import Retailers, Ltd wants to open showrooms in Melbourne and Auckland in the next six to twelve months.

Topic 5, Import Retailers, Ltd. (9 Questions)

QUESTION 28

The owner of Import Retailers, Ltd intends purchasing 10 new client computers with Microsoft Windows XP Professional preinstalled for each new showroom. The owner wants to enroll these licenses in Software Assurance and wants to know by when he must enroll these licenses in Software Assurance.
What would you reply?

- A. 15 days after purchase.
- B. 30 days after purchase.
- C. 90 days after purchase.
- D. 2 months after purchase.
- E. 6 months after purchase.

Answer: C

QUESTION 29

You need to propose the best software-license acquisition model for Import Retailers, Ltd.
What should you do? (Choose all that apply.)

- A. Propose that head office obtain all licenses for all offices and showrooms through an Open Business agreement.
- B. Propose that head office obtain all licenses for all offices and showrooms through an Original Equipment Manufacturer (OEM) channel.
- C. Propose that the showrooms in Melbourne and Auckland obtain their own hardware.
- D. Propose that the showrooms purchase their own hardware with Windows XP Professional preinstalled.
- E. Propose that the company enroll new licenses in Software Assurance.

Answer: B, D

QUESTION 30

Import Retailers, Ltd needs a technology solution that will meet the company's expansion needs.
What should Import Retailers, Ltd do?

- A. Install another Windows Server 2003 computer at head office.
- B. Install Windows Server 2003 on IR-SR01.
- C. Install Terminal Server on IR-SR01.

D. Install Microsoft Office on all client computers and remove Terminal Server access.

Answer: B

QUESTION 31

Which of the following Terminal Server licensing solutions should Import Retailers, Ltd use?

- A. Windows Server license, Windows Server client access licenses (CALs) and Terminal Server client access licenses (CALs).
- B. Windows Terminal Server license and Windows XP Professional license.
- C. Windows XP Professional license and Terminal Server External Connector.
- D. Windows Server client access licenses (CALs) and Terminal Server client access licenses (CALs).
- E. Windows Terminal Server External Connector and Windows Terminal Server license.

Answer: A

QUESTION 32

Which of the following can Import Retailers, Ltd. use to manage its Microsoft software licenses?

- A. <https://eopen.microsoft.com> and a personal tracking system.
- B. <https://licensing.microsoft.com>.
- C. <https://update.microsoft.com>.
- D. <https://www.microsoft.com/update> and <https://licensing.microsoft.com>.

Answer: A

Explanation: <https://eopen.microsoft.com> can be used for Open Business purchases but a personal tracking system would be required for retail and OEM license purchases

QUESTION 33

You need to propose the best Terminal Server client access licensing (CAL) solution for Import Retailers, Ltd.
What should you do?

- A. Propose that the company obtains a Terminal Server User Client Access License (CAL) for every user that must access Terminal Server.
- B. Propose that the company obtains a Terminal Server User Client Access License (CAL) for every user that uses Windows 2000 Professional or Windows XP Professional devices to access Terminal Server.
- C. Propose that the company obtains a Terminal Server Device Client Access License (CAL) for every device that is able to access Terminal Server.
- D. Propose that the company obtains a Terminal Server Device Client Access License

(CAL) for every Windows 2000 Professional or Windows XP Professional devices that is used to access Terminal Server.

Answer: C

QUESTION 34

You need to propose the best volume licensing solution for Import Retailers, Ltd. What should you propose?

- A. An Open Business agreement and Original Equipment Manufacturer (OEM) licensing.
- B. An Open Business and Open Volume agreement.
- C. A Select License agreement.
- D. An Open Value Companywide Option agreement.

Answer: A

QUESTION 35

Which of the following business goals will be met by standardizing the client computers?

- A. Reducing the company's costs of software upgrades.
- B. Increasing the company's return on investment (ROI).
- C. Optimizing the cash flow and business expansion of the company.
- D. Minimizing the company's need for dedicated IT personnel.

Answer: D

QUESTION 36

You need to propose the best solution to upgrade the Microsoft Office licenses that were obtained through Full Package Product (FPP) and Original Equipment Manufacturer (OEM) channels. What should you do?

- A. Propose that the company obtain version upgrades for the Full Package Product (FPP) licenses through a retail channel.
- B. Propose that the company obtain version upgrades for the Full Package Product (FPP) and Original Equipment Manufacturer (OEM) licenses through a retail channel.
- C. Propose that the company obtain a version upgrades for Microsoft Office through the Open Business agreement.
- D. Propose that the company obtain new Microsoft Office licenses through the Open Business agreement.

Answer: D

Topic 6, Stanford Finance, Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Stanford Finance.

Company Background

Stanford Finance is a small but growing company that specializes in securing loans for small businesses. The company is based in Houston and has 62 employees of which 12 are part-time employees.

Existing Network

The current network has a single Microsoft Small Business Server 4.5 server computer named SF-SR01 and a total of 56 Windows 98 client computers. Microsoft Office 97 Professional is installed on each client computer. Each full-time employee has their own client computer while the part-time employees share 6 client computers between them. A senior employee named Rory Allen serves works in the Human Resources (HR) department. Rory Allen's duties include managing the IT resources of the company.

Current Licensing Solution

Stanford Finance purchases all its software and software licenses from a local retailer in Houston.

The company has a limited IT budget and has a server refresh cycle of five years. The current server refresh cycle is about to end.

Business Goals

Stanford Finance intends to establish a branch office in Dallas and will hire an additional 15 employees for the Dallas office. With the imminent establishment of the office, Stanford Finance needs to simplify the management of the company's client computers. With the current server refresh cycle ending, Stanford Finance needs to upgrade hardware and software on SF-SR01. The company also needs to purchase 15 new client computers for the Dallas office. The company has the IT budget to upgrade SF-SR01 and purchase the client computers.

Rory Allen has suggested the company standardize all client computers on the latest versions of Microsoft Windows and Microsoft Office. He also suggested the company remain current with the latest client software.

Topic 6, Stanford Finance (7 Questions)

QUESTION 37

You need to propose the most cost-effective server licensing solution for Stanford Finance.

What should you do?

- A. Propose that the company obtains a Full Package Product (FPP) license for SF-SR01.
- B. Propose that the company obtains an Open Business Agreement for SF-SR01.
- C. Propose that the company obtains an Open Volume Agreement for SF-SR01.
- D. Propose that the company obtains an Open Value Companywide Option agreement for SF-SR01.
- E. Propose that the company obtains an Enterprise Subscription Agreement for SF-SR01.

Answer: A

QUESTION 38

You need to propose the best licensing solution that will allow Stanford Finance to remain current with the latest versions of Microsoft Windows and Microsoft Office. What should you do?

- A. Propose that the company obtains licenses Microsoft Windows and Microsoft Office through a Full Package Product (FPP).
- B. Propose that the company obtains licenses Microsoft Windows and Microsoft Office through an Open Business agreement.
- C. Propose that the company obtains licenses Microsoft Windows and Microsoft Office through an Open Value Companywide Option agreement.
- D. Propose that the company obtains licenses Microsoft Windows and Microsoft Office through an Open Volume agreement.
- E. Propose that the company obtains licenses Microsoft Windows and Microsoft Office through an Enterprise Subscription Agreement.

Answer: B

QUESTION 39

Which of the following client access solutions will best suit Stanford Finance's business goal of upgrading SF-SR01?

- A. A user client access licenses (CAL) for every user that access SF-SR01. Add Software Assurance.
- B. A user client access licenses (CAL) for every user that access SF-SR01. Do not add Software Assurance.
- C. A device client access licenses (CAL) for every device used to access SF-SR01. Do not add Software Assurance.
- D. A device client access licenses (CAL) for every device used to access SF-SR01. Add Software Assurance.

Answer: D

QUESTION 40

Which of the following licensing solutions will allow Stanford Finance to standardize its existing client computers on the latest versions of Microsoft Windows and Microsoft Office and remain current? (Choose all that apply.)

- A. Obtain upgrade licenses for the latest version of Windows under a volume license agreement.
- B. Obtain licenses for latest version of Office from a retail channel.
- C. Obtain upgrade licenses for the latest version of Windows from a retail channel.
- D. Obtain licenses for latest version of Office under a volume license agreement.
- E. Obtain new Original Equipment Manufacturer (OEM) licenses for latest version of Office.
- F. Add Software Assurance.

Answer: A, D, F

QUESTION 41

Which of the following represents the best payment structure for Stanford Finance?

- A. Pay for licenses as required on a monthly basis.
- B. Pay up front for initial orders and purchase additional software products as required.
- C. Spread payments for the initial order over the term of the agreement and purchase additional software products as required.
- D. Pay for licenses up front as required.

Answer: B

QUESTION 42

Rory Allen wants to know what the main factors are that would require the company to change its licensing solution.
What would you reply?

- A. The expansion into Dallas and the increase in the number of employees.
- B. Acquiring a new server.
- C. The increase in the number of client computers.
- D. Upgrading SF-SR01 and having the client computers remain current.

Answer: D

QUESTION 43

Which information would you require before you can propose the best upgrade solution for SF-SR01?

- A. The anticipated growth of the company over the next four years.
- B. The server products that will be installed on SF-SR01.
- C. The server products that currently have Software Assurance.
- D. The anticipated increase in employees over the next four years.

Answer: D

Topic 7, Mondo Transport, Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Mondo Transport.

Company Background

Mondo Transport remanufactures components for long haul trucks. The company has its business premises on the outskirts of San Francisco. The company has five departments named Research, Sales, Marketing information technology (IT) and Finance.

Mondo Transport has 250 core employees. Due to the cyclic nature of the business, the

company employs up to 100 contract employees on a temporary basis during peak periods.

Existing Network

The Mondo Transport network currently contains 8 Windows 2000 Advanced Server computers. Microsoft Exchange Server 5.5 is installed on three servers named MT-SR01, MT-SR02 and MT-SR03 while Microsoft SQL Server 7.0 is installed on two servers named MT-SR04 and MT-SR05. The latter is used by the Research department to store research and development data. Two other servers named MT-SR06 and MT-SR07 are used by the Finance department to run their finance applications.

Microsoft Internet Security and Acceleration Server 2004 in other third-party security products have been installed on MT-SR08.

The Mondo Transport net also contains between 250 and 350 client computers. The client computers run various versions of Microsoft Windows.

Current Licensing Solution

Mondo Transport currently has an Open Business agreement that it uses to purchase all its software. The company feels that this agreement is not cost effective and is experiencing difficulty in managing the agreement.

The company also wants to minimize expenses as it looks to expand the business.

Business Goals

Mondo Transport wants to create a Web site to increase the company's online presence. The Web site will also allow customers to order products from Mondo Transport. The company will purchase a new dual-processor SQL database server to support the Web site. The database server will host a database that will store the company's product information. Customers will be able to access the database through the Web site.

Mondo Transport suspects that it is losing money by using old, inefficient server software. The company wants to upgrade to the latest versions of Microsoft SQL Server and Microsoft Exchange Server. Employees in the IT department will require additional training to implement and support the latest versions Microsoft SQL Server and Microsoft Exchange Server.

The Mondo Transport IT department has been instructed to improve network security and to reduce costs.

Topic 7, Mondo Transport (7 Questions)

QUESTION 44

Which of the following would most require Mondo Transport to change its software acquisition process? (Choose TWO.)

- A. The company's desire to simplify license management.
- B. The company's current IT support structure.
- C. The fluctuating number of client computers that the company needs to be accommodated.
- D. The need to replace the company's old, inefficient server software products.

Answer: A, C

QUESTION 45

Which of the following factors will have the most bearing on Mondo Transport's licensing solution decision?

- A. The third-party security products installed on MT-SR08.
- B. The number of client computers accommodated at any one time.
- C. The use of different versions of Windows on the client computers.
- D. The company's concerns regarding the cost effectiveness of the current agreement.

Answer: B

QUESTION 46

You need to propose the best licensing solution for Mondo Transport's new SQL database server.

What would you propose?

- A. That the company purchases a single SQL Server license through the current agreement.
- B. That the company purchases a single SQL Server license and a User Client Access Licenses (CALs) for each of the company's client computers that will access the database server.
- C. That the company purchases a SQL Server Per Processor License for each processor installed in the new SQL database server.
- D. That the company purchases a single SQL Server license and a Device Client Access License (CALs) for each of the company's employees that will access the database server.

Answer: C

QUESTION 47

Which of the following issues do you need to resolve before you can propose the appropriate licensing solution for Mondo Transport?

- A. Which additional server products will be installed on the server computers?
- B. How much does the company want to spend on licensing?
- C. What is the company's current IT support structure?
- D. Which server products currently have Software Assurance?
- E. What is the company's hardware and software refresh cycle?

Answer: A

QUESTION 48

You need to propose the best overall licensing solution for Mondo Transport.

What would you do? (Choose all that apply.)

- A. Suggest that the company obtain client software licenses through an Enterprise Subscription Agreement.

- B. Suggest that the company obtain all software licenses through an Select License with Software Assurance Membership.
- C. Suggest that the company obtain servers software licenses as supplementary products.
- D. Suggest that the company obtain server software licenses through an Open Volume agreement.
- E. Suggest that the company obtain all software licenses through an Open Business agreement.

Answer: A, C

QUESTION 49

Which of the following represent the best purchase process for Mondo Transport?

- A. Each department should purchase its own server and client software.
- B. The IT department should purchase all server software but each department should purchase its own client software.
- C. The IT department should purchase all client software but each department should purchase its own server software.
- D. The IT department should manage all software and hardware purchases.

Answer: D

QUESTION 50

Which of the following Software Assurance features can be used to meet Mondo Transport 's business goals?

- A. New Version Rights and Spread Payments.
- B. Downgrade Rights and training vouchers.
- C. Employee Purchase Program (EPP).
- D. Home Use Program and eLearning.

Answer: A

Topic 8, Culinary-Art, Ltd., Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Culinary-Art, Ltd.

Company Background

Culinary-Art, Ltd is a manufacturer of high quality porcelain crockery with three offices located in Washington, Atlanta and Phoenix. The company's headquarters are in Washington. The company has three departments named Manufacturing, Sales and Finance.

Culinary-Art, Ltd recently acquired a small manufacturing company named Willowbridge, Plc that is located in St Louis.

Existing Network

Culinary-Art, Ltd has one server in each of its three offices. Microsoft Windows NT

Server 4.0, Microsoft Exchange Server 5.5, and Microsoft SQL Server 7.0 are installed on each of the servers.

There are 150 client computers spread evenly across the three offices. These client computers run different versions of Microsoft Windows and Microsoft Office. 10 client computers in the Manufacturing department run Microsoft Project Professional and 15 client computers in the Finance department run Microsoft SharePoint Portal Server.

The client computers in the Manufacturing department also run computer aided design (CAD) and computer aided manufacturing (CAM) software.

Culinary-Art, Ltd has a software and hardware refresh cycle of four years.

Willowbridge, Plc has a single server running Windows NT Server 4.0, and 50 Windows NT Workstation 4.0 client computers.

Two senior technicians in the Manufacturing department are responsible for administering and supporting the software and hardware for both companies.

Current Licensing Solution

Culinary-Art, Ltd obtained its software licenses five years ago through an Original Equipment Manufacturer (OEM) channel while Willowbridge, Plc currently acquires its software licenses on an ad hoc basis from Original Equipment Manufacturer (OEM) or retail channels.

Business Goals

Culinary-Art, Ltd wants to upgrade the computer aided design (CAD) and computer aided manufacturing (CAM) software to the latest version. The latest version of the CAD and manufacturing software requires Windows Server2003, Windows XP Professional, Exchange 2000 Server, and SQL Server 2000, although the CAD and manufacturing software has not yet been approved for compatibility with the latest versions of Microsoft software.

Culinary-Art, Ltd also wants to standardize the client computers at both companies to run the same versions of Windows and Office.

Topic 8, Culinary-Art, Ltd. (10 Questions)

QUESTION 51

You need to propose the best licensing solution for the client computers at Culinary-Art, Ltd.

What should you propose?

- A. Original Equipment Manufacturer (OEM) licensing.
- B. Open Volume agreement.
- C. Select License agreement.
- D. Open Business agreement.

Answer: A

Explanation: Original Equipment Manufacturer (OEM) licensing provides the best discount level for desktop computers.

QUESTION 52

What additional information would you require before you can recommend the most appropriate licensing solution for the server computers at Culinary-Art, Ltd? (Choose TWO.)

- A. When was the last server deployed?
- B. Which server applications installed on the servers?
- C. How the servers were originally licensed?
- D. How many users and devices access each server application?

Answer: B, D

QUESTION 53

Which of the following represents the best licensing solution for Microsoft Windows and Microsoft Office?

- A. Original Equipment Manufacturer (OEM) licensing.
- B. Select License agreement.
- C. Full Package Product (FPP)
- D. Open Business agreement.

Answer: A

QUESTION 54

Which of the following desktop licensing solutions best suites Culinary-Art, Ltd's current purchasing model? (Choose all that apply.)

- A. Obtain all licenses through an Original Equipment Manufacturer (OEM) channel.
- B. Obtain Windows and Office licenses through an Original Equipment Manufacturer (OEM) channel.
- C. Obtain Windows and Office licenses through a Select License program.
- D. Obtain all licenses through an Open Business agreement.
- E. Obtain additional software product licenses through an Open Business agreement.
- F. Obtain additional software product licenses through Full Package Product (FPP).

Answer: B, E

QUESTION 55

Which of the following represents the best software acquisition process for Culinary-Art, Ltd?

- A. Obtains all server and client software through a single Independent Software Vendor (ISV) Royalty Licensing program.
- B. Obtains all server and client software through a single Volume Licensing agreement.
- C. Obtains all server and client software through Full Package Product (FPP).
- D. Allow each office to obtain its client software licenses under its own Open Business

agreement.

E. Allow each office to obtain its server software licenses under its own Select License agreement.

Answer: B

QUESTION 56

Which of the following represent the best licensing solution to upgrade the current servers for the CAD/CAM software?

- A. Obtain the required server SQL and Exchange license through an original equipment manufacturer (OEM) channel.
- B. Obtain the required server licenses and the current SQL and Exchange licenses through a retail channel.
- C. Obtain current server licenses from a retail channel.
- D. Obtain current server licenses under a Volume Licensing program.

Answer: D

QUESTION 57

Which of the following would most require Culinary-Art, Ltd to change their licensing solution?

- A. The upgrading of the server software.
- B. Standardizing the client computers to run the same versions of Windows and Office.
- C. Any possible company growth.
- D. Merging the existing networks at the two companies.

Answer: A

QUESTION 58

Which of the following represents the best licensing solution for the client computers at Culinary-Art, Ltd?

- A. Original Equipment Manufacturer (OEM)
- B. Open Volume licensing.
- C. Full Package Product (FPP).
- D. Enterprise Agreement.
- E. Open Business licensing.

Answer: E

QUESTION 59

Which of the following represents the best licensing solution for the servers at Culinary-Art, Ltd?

- A. Original Equipment Manufacturer (OEM)
- B. Open Volume licensing.
- C. Full Package Product (FPP).
- D. Enterprise Agreement.
- E. Open Business licensing.

Answer: B

QUESTION 60

Which of the following would most require Culinary-Art, Ltd to change their software acquisition model?

- A. The administration and support for the software and hardware at both companies.
- B. Inadequate software asset management and the need to upgrade existing software.
- C. The standardization of existing software.
- D. Company growth and the merging the existing networks at the two companies.

Answer: B

Topic 9, Certkiller .com, Scenario

You work as a Microsoft licensing specialist. Your customer is Certkiller .com.

Company Background

Certkiller .com is an Internet company that sells IT certification courseware material. The company has 250 employees that are distributed across three departments named Marketing, Sales and Human Resources (HR). The Advertising department has 100 employees who work in the field.

Existing Network

The Certkiller .com network contains 100 Windows 98 desktop computers that run Microsoft Office 97 Professional, 50 new Windows XP Professional laptop computers which came with Microsoft Office 2003 preinstalled, and several handheld devices. The 50 new Windows XP Professional laptop computers were purchased in the last two months. The laptop computers and handheld devices are used by the traveling employees in the Advertising department.

The Certkiller .com network also contains three servers named Certkiller -SR01, Certkiller -SR02 and Certkiller -SR03. Certkiller -SR01 runs Microsoft NT Server 4.0 and Microsoft Exchange Server 5.5 while Certkiller -SR02 and Certkiller-SR03 runs Microsoft Windows 2000 Server. SharePoint Portal Server 2001 is installed on Certkiller -SR02.

Current Licensing Solution

The company acquired the 100 desktop computers in five years ago. The software licenses for these computers were obtained through the Open License program. The software has to been upgraded because the computers do not meet the minimum requirements for new versions of Microsoft Windows or Microsoft Office.

Business Goals

Certkiller .com wants to increase sales without increasing its sales force. As part of this

plan, the company wants to create a Web site that will allow customers to order products from the company. Certkiller .com will purchase a new Microsoft SQL Server 2005 database server to support the Web site. The database server will host a database that will store the company's product information.

Certkiller .com wants to standardize the software on all client computers but does not want spend money on the desktop computers that are not critical to the company's business model. The company intends to replace the laptop computers within 12 months. Certkiller .com also wants to update its server products with the latest versions of Microsoft Windows Server, Microsoft Exchange Server and Microsoft SharePoint Portal Server.

Topic 9, Certkiller .com (6 Questions)

QUESTION 61

Which of the following issues do you need to resolve before you can propose the best licensing solution for Certkiller .com?

- A. How much visitors will the Web site receive?
- B. What server products are installed on the servers?
- C. Which software acquisition model does the company use?
- D. What is the company's hardware and software refresh cycle?

Answer: C

QUESTION 62

Which of the following would most require Certkiller .com to change its software acquisition model? (Choose all that apply.)

- A. The increase in the number of employees.
- B. The creation of the Web site.
- C. The simplification of license management.
- D. The expansion of the customer base.
- E. Cost-effectiveness.

Answer: C, E

QUESTION 63

Which of the following can Certkiller .com use to manage its Microsoft software licenses obtained through retail and original equipment manufacturer (OEM) channels?

- A. <https://eopen.microsoft.com>.
- B. A personal tracking system.
- C. <https://licensing.microsoft.com>.
- D. <https://update.microsoft.com>.
- E. <https://www.microsoft.com/update>.

Answer: B

QUESTION 64

Certkiller .com wants to use the proper software for its business.
Which product should you recommend?

- A. Microsoft Baseline Security Analyzer.
- B. Microsoft Customer Relationship Management.
- C. Microsoft Visual Studio.
- D. Microsoft Project Server.

Answer: B

QUESTION 65

You need to propose the best client access solution for Certkiller .com.
What should you do?

- A. Propose that the company purchases Device Core Client Access Licenses (CALs) and Exchange Server Device Client Access Licenses (CALs).
- B. Propose that the company purchases User Core Client Access Licenses (CALs) and SQL Server per processor licenses.
- C. Propose that the company purchases Windows User Client Access Licenses (CALs) and SQL Server Client Access Licenses (CALs).
- D. Propose that the company purchases Windows User Client Access Licenses (CALs) and SharePoint Portal Server Client Access Licenses (CALs).

Answer: B

QUESTION 66

Which of the following represents the best licensing program for Certkiller .com?

- A. Open Value Companywide Option.
- B. Open Business.
- C. Select License.
- D. Enterprise Agreement.
- E. Enterprise Subscription.
- F. Full Package Product (FPP).

Answer: D

Topic 10, A2B Aviation, Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named A2B Aviation.

Company Background

A2B Aviation is a small regional airline company located in Nevada. The company is experiencing a boom in business and has had to expand its employees. The company expects to double its sales over the next two years. The company has several departments, including an Information Technology (IT) department.

Existing Network

The A2B Aviation network contains a total of 250 client computers that run various versions of Microsoft Windows and Microsoft Office. Approximately 100 of the client computers were purchased for new employees that were hired in the past year.

Current Licensing Solution

A2B Aviation purchases new hardware and software through a local retail store as the need arises. This usually occurs when new employees are hired or when departmental managers motivate for hardware or software upgrades for their departments.

Business Goals

In the past, A2B Aviation has experienced cash flow problems when large purchases are made. The company's CEO wants a solution that will allow the company to pay as little as possible when the initial purchase is made, and pay the rest of the invoice over a period of time.

Technology advancements are important for the growing business, and Mia Hamm wants to the latest technology. She states that her time needs to be spent managing her business and not managing software.

The IT department experiences difficulty in managing the various software licenses that the company owns. This affects the IT department's ability to provide IT support.

Therefore, the IT manager wants to standardize all client computers on the latest software versions.

Topic 10, A2B Aviation (7 Questions)

QUESTION 67

Which of the following represents the best payment structure that will meet A2B Aviation's cash flow concerns?

- A. Purchase new Full Package Products (FPP) under the current licensing agreement.
- B. Pay up front for the initial order and purchase additional software products as require.
- C. Spread payments for the initial order over the term of the agreement and purchase additional software products as required.
- D. Purchase new Full Package Products (FPP) under the current licensing agreement and purchase additional software products as required.

Answer: C

QUESTION 68

Which of the following represents the best licensing solution for A2B Aviation?

- A. Open Value Companywide Option agreement.
- B. Select License.
- C. Open Buisoness.

- D. Full Package Products (FPP).
- E. Enterprise Subscription Agreement.

Answer: A

QUESTION 69

What additional information would you need to effectively assist A2B Aviation to standardize their client computers on the latest version of Office?

- A. The number of Microsoft Office licenses that were acquired over the last 90 days.
- B. The types of third-party line-of-business software that the company uses.
- C. The number of employees that use Microsoft Access, Microsoft Publisher, or Microsoft InfoPath.
- D. The increase in the number of employees that the company anticipates over the next year.

Answer: C

QUESTION 70

The A2B Aviation CEO wants the best licensing solution for the company. Which factors will most affect the company's licensing solution choice? (Choose TWO.)

- A. The company's client computers and its cash flow concerns.
- B. The company's reliance on Microsoft Windows and Microsoft Office.
- C. The company's software acquisition process.
- D. The standardization of the company's client software.

Answer: A, D

QUESTION 71

Which of A2B Aviation's business goals can be met by Software Assurance?

- A. New Version Rights.
- B. Downgrade Rights.
- C. Spread Payments.
- D. Home Use Program.
- E. License Management.

Answer: A

QUESTION 72

You need to propose a solution that will help A2B Aviation meet its business goals. You need to determine if Software Assurance will be appropriate for the company. Which of the following issues do you need to resolve before you can determine if Software Assurance will be appropriate for A2B Aviation?

- A. Which versions of Microsoft Windows does the company use?
- B. How many and what types of server products does the company use?
- C. How many servers does the company network have?
- D. Over what term does the company want to pay for licenses?

Answer: B

QUESTION 73

Which of the following issues do you need to resolve before you can propose the best licensing solution for A2B Aviation?

- A. How much visitors will the Web site receive?
- B. What server products does the company use?
- C. Which software acquisition model does the company use?
- D. What is the company's hardware and software refresh cycle?

Answer: B

Topic 11, Bilco Engineering, Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Bilco Engineering.

Company Background

Bilco Engineering is a fast-growing engineering company that specializes in developing high performance shock absorbers for use in various motorsport categories. The company consists of four divisions named Research, Manufacturing, Retail and Admin.

Bilco Engineering's employees are spread across the four divisions with the Research and Retail divisions each having 60 employees, the Manufacturing division having 100 employees, and the Admin division having 30 employees.

Bilco Engineering has flexible working hours and allows employees in the Research, Retail and Admin divisions to work from home when conditions allow it.

The company expects sales to increase considerably over the next three years and expects to increase its number of employees.

Existing Network

The Bilco Engineering network contains 250 desktop computers. Most of the desktop computers run Microsoft Windows 2000 Professional while the newer desktop computers run Microsoft Windows XP Professional. The desktop computers run various versions of Microsoft Office.

The Bilco Engineering network also contains five server computers named BE-SR01, BE-SR02, BE-SR03, BE-SR04, and BE-SR05. All the servers run Microsoft Windows 2000 Server.

Bilco Engineering has a software refresh cycle of two years; however, the company and its employees experiences difficulty in remaining current with the latest software.

Current Licensing Solution

Each division is allowed to purchase its own software. Bilco Engineering has discovered that the Research and Manufacturing divisions pay a higher price for their software than

the Retail and Admin divisions.

Business Goals

Bilco Engineering wants to standardize the servers on the latest version of Microsoft Windows Server and the desktop computers on the latest version of Microsoft Windows and Microsoft Office.

The company wants to implement Microsoft SharePoint Portal Server 2003 for the Research division. This will allow Research division employees greater flexibility and more opportunities to work from home.

The company also wants to implement Microsoft Exchange Server over the next six months. The company intends using BE-SR05 as the Exchange server.

Topic 11, Bilco Engineering (6 Questions)

QUESTION 74

Which of the following are the best desktop licensing products for Bilco Engineering?

- A. Microsoft Office System products, Microsoft Windows XP Professional Upgrade, and appropriate server client access licenses (CALs).
- B. Microsoft Office System products, Microsoft Windows XP Professional OEM, and Microsoft Windows Server 2003 license with User client access licenses (CALs).
- C. Microsoft Windows Professional Upgrade and appropriate server client access licenses (CALs).
- D. Microsoft Windows XP Professional OEM, and Microsoft Windows Server 2003 licensed in Per Server mode.

Answer: A

QUESTION 75

Which of the following would most require Certkiller .com to change its software licensing solution? (Choose all that apply.)

- A. The expansion of the company into new locations.
- B. An increase in the number of employees at the company.
- C. An increase in the number of servers purchased by the company.
- D. An increase in the number of client computers purchased by the company.

Answer: B, D

QUESTION 76

Which of the following Software Assurance features can be used to meet A2B Aviation's business goals?

- A. New Version Rights and Microsoft TechNet Plus.
- B. Downgrade Rights and training vouchers.
- C. Employee Purchase Program (EPP).

D. Home Use Program and eLearning.

Answer: D

QUESTION 77

You need to propose the best client access solution for A2B Aviation's servers.
What should you do?

- A. Suggest that the company obtain 100 Windows Device client access licenses (CALs).
- B. Suggest that the company obtain 250 Windows Device client access licenses (CALs).
- C. Suggest that the company obtain 500 Windows Device client access licenses (CALs).
- D. Suggest that the company obtain 250 Windows User client access licenses (CALs).
- E. Suggest that the company obtain 500 Windows User client access licenses (CALs).

Answer: D

QUESTION 78

You need to propose the best Exchange Server client access solution for BE-SR05
What would be Bilco Engineering's best option?

- A. Obtain Exchange Server User client access licenses (CALs).
- B. Obtain Exchange Server Device client access licenses (CALs).
- C. Obtains Windows Server license with External Connector.
- D. Obtains Windows Server Device Client Access Licenses (CALs).
- E. Obtains Windows Server User Client Access Licenses (CALs).

Answer: A

QUESTION 79

Which of the following represents the best licensing solution for Bilco Engineering?

- A. Open Volume licensing.
- B. Original Equipment Manufacturer (OEM).
- C. Full Package Product (FPP).
- D. Enterprise Agreement.
- E. Select License

Answer: A

Topic 12, Willow Bridge, Ltd., Scenario

You work as a Microsoft licensing specialist at Certkiller .com. Certkiller .com has a customer named Willow Bridge, Ltd.

Company Background

Willow Bridge, Ltd. is a landscaping company with offices in Los Angeles and San Francisco.

The company's business is very cyclic and it has 250 core employees. The company employs up to 300 contract employees on a temporary basis during peak business periods.

Existing Network

The Willow Bridge, Ltd. network contains four Microsoft Windows 2000 Server computers named WB-SR01, WB-SR02, WB-SR03 and WB-SR04. Microsoft Systems Management Server 2.0 is installed on WB-SR04.

The Willow Bridge, Ltd. network also contains 250 client computers that have Microsoft Office 2000 Professional installed and 100 additional client computers that are used during peak business periods. The computers that are used during peak business periods run older versions of Microsoft Windows and Microsoft Office.

Current Licensing Solution

Willow Bridge, Ltd. obtained its software license under an Open Business agreement. The Open Business agreement has since expired. The company has 250 Core client access licenses (CAL).

Business Goals

Due to customer demands, the Willow Bridge, Ltd. needs to implement the latest software. The company's CEO wants Willow Bridge, Ltd. to own all assets. However, the cost of remaining current with the latest software will exceed the company's IT budget, especially outside the peak business period.

Willow Bridge, Ltd. wants to deploy the latest version of Systems Management Server on WB-SR04 to ease management of the company's client computers and client computer software.

Willow Bridge, Ltd. also requires purchasing flexibility to meet its business needs.

Willow Bridge, Ltd. needs to prepare peak business period which will start in two months time. The company wants to enter a licensing agreement before the peak business period begins.

Topic 12, Willow Bridge, Ltd. (6 Questions)

QUESTION 80

Which additional licenses does Willow Bridge Ltd. require to deploy the latest version of Systems Management Server?

- A. Systems Management Server User client access licenses (CALs).
- B. Systems Management Server Device client access licenses (CALs).
- C. Systems Management Server with Terminal Server license.
- D. Systems Management Server with SQL 2000 Technology.

Answer: D

QUESTION 81

Which of the following licensing solution features will allow Willow Bridge Ltd. to increase its staff compliment during peak business periods without increasing costs?

- A. The ability to prepay for additional software licenses.

- B. The ability to True-up annually.
- C. The ability to downgrade during slow periods.
- D. The ability to subscribe to software.

Answer: B

QUESTION 82

Which of the following Software Assurance features can be used to meet Willow Bridge, Ltd's business goals?

- A. New Version Rights and Spread Payments.
- B. Downgrade Rights and training vouchers.
- C. Employee Purchase Program (EPP).
- D. Home Use Program and eLearning.

Answer: A

QUESTION 83

You need to propose a solution that will allow Willow Bridge Ltd. to upgrade all the older versions of Microsoft Office.

What should you propose? (Choose all that apply.)

- A. That the company obtains Software Assurance.
- B. That the company obtains Microsoft Office upgrade licenses.
- C. That the company obtains new Microsoft Office licenses.
- D. That the company obtains new Microsoft Office Step-up licenses.

Answer: A, C

QUESTION 84

Which of the following represents the best Microsoft Office license acquisition model for Willow Bridge Ltd?

- A. Obtain Microsoft Office licenses annually if the desktop count exceeds the qualified desktop count.
- B. Obtain Microsoft Office licenses only when contract employees are hired.
- C. Obtain Microsoft Office licenses 30 days after installing the software.
- D. Obtain Microsoft Office licenses 90 days after installing the software.

Answer: A

QUESTION 85

Which of the following can Willow Bridge, Ltd. use to manage its Microsoft software licenses obtained through an Open Business agreement?

- A. <https://eopen.microsoft.com>.
- B. A personal tracking system.

- C. <https://licensing.microsoft.com>.
- D. <https://update.microsoft.com>.
- E. <https://www.microsoft.com/update>.

Answer: A