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Total number of questions: 75

Topic 1, MainQuestions (11 Questions)

Question No: 1

You are a licensing specialist at Testkingonline.com.

Testkingonline.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 No: 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 No: 3

You are a licensing specialist at Testkingonline.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 No: 4

You are a licensing specialist at Testkingonline.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 No: 5

You are a licensing specialist at Testkingonline.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 No: 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 No: 7

You are a licensing specialist at Testkingonline.com. Testkingonline.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 No: 8

You are a licensing specialist at Testkingonline.com. Today Testkingonline.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 No: 8

You are a licensing specialist at Testkingonline.com. Testkingonline.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 No: 9

You are a licensing specialist at Testkingonline.com.

Last year, Testkingonline.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 No: 10

You are a licensing specialist at Testkingonline.com. Testkingonline.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. Testkingonline.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 No: 11

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

Topic 2, Scenario, NorthwindTraders

You are a licensing specialist at Testkingonline.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.

Topic 2, NorthwindTraders (5 Questions)

Question No: 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 No: 2

You need to recommend the most appropriate licensing program for Northwind Traders. What should you recommend?

- A. Open Business
- B. Open Volume
- C. Select License
- D. Enterprise Agreement
- E. Component Enterprise Agreement with only the Office Professional and Windows Professional components

Answer: D

Question No: 3

You need to ensure that Northwind Traders is using the most appropriate software for its business. Which additional product should you recommend?

- A. Microsoft MapPoint 2004
- B. Microsoft Customer Relationship Management
- C. Microsoft Live Meeting
- D. Microsoft Project Server 2003

Answer: B

Question No: 4

You need to recommend a change in the software acquisition process for Northwind Traders. Which factor has the greatest influence on the need to change?

- A. expanding the customer base
- B. the need to identify opportunities to increase sales
- C. setting up an online store
- D. the need for easy administration and cost-effectiveness

Answer: D

Question No: 5

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**You need to recommend the most appropriate client access solution. What should you recommend?
(Choose all that apply.)**

- A. Device Core Client Access Licenses (CALs)
- B. User Core Client Access Licenses (CALs)
- C. Windows User Client Access Licenses (CALs)
- D. Exchange Server Device Client Access Licenses (CALs)
- E. SQL Server Client Access Licenses (CALs)
- F. SQL Server per processor licenses
- G. SharePoint Portal Server Client Access Licenses (CALs)

Answer: B,F

Topic 3, Scenario, TestkingonlinePhone Company

You are a licensing specialist at Testkingonline.com. Your customer is The Testkingonline Phone Company, a phone

equipment manufacturer. Company Background The Phone Company's main office is in California. The company recently opened five sales offices in Mexico, Germany, India, Canada, and China. Each sales office has 20 employees.

Network Description

The Phone Company network contains 1,600 desktops that run Microsoft Windows 2000 Professional. Microsoft Project Professional runs on 50 of the desktops. Microsoft Project Standard runs on 550 of the desktops.

The network contains 50 servers that run Microsoft Windows 2000 Server. In addition, six SQL servers are licensed per processor. Other applications that are in use vary by location.

The company is planning the following technology changes:

Add Project Standard to all the desktops in the sales offices in Germany, India, and Canada.

Upgrade 50 servers to Windows Server 2003.

Implement Microsoft Systems Management Server.

Upgrade 300 desktops to Windows XP Professional.

Current Licensing Solution

The Phone Company has an Enterprise Agreement for all of the desktops in the company. Each sales office acquires its own software and licenses additional products through separate Open Business agreements.

Business GoalsThe Phone Company needs to increase efficiency in managing information technology (IT) purchases. The company wants to leverage the combined buying power of all the offices in order to get the best possible pricing. However, the company wants the flexibility of local purchasing, localized technical support, and localized products.

Network security is important to The Phone Company. The company plans to invest to ensure that the infrastructure is as secure as possible. The company realizes that all these plans require training for end users and for IT employees.

Topic 3, TestkingonlinePhone Company (8 Questions)

Question No: 1

You need to recommend the most appropriate licensing option to acquire the additional Project Standard licenses. What should you recommend?

- A. Purchase Full Package Products (FPPs).
- B. Acquire the licenses through a new Select License agreement with local enrollments.
- C. Acquire the licenses through the existing Open Business agreements.
- D. Acquire the licenses as additional products through the existing Enterprise Agreement.

Answer: B

Question No: 2

You need to identify the current software acquisition model for The Phone Company. Which model should you identify?

- A. centralized software decision-making and centralized purchasing
- B. centralized software decision-making and decentralized purchasing
- C. decentralized software decision-making and centralized purchasing
- D. decentralized software decision-making and decentralized purchasing

Answer: D

Question No: 3

You need to recommend Software Assurance to meet The Phone Company's business goals. Which Software Assurance benefit or benefits meet the business goals? (Choose all that apply.)

- A. eLearning
- B. training vouchers
- C. Home Use Program
- D. Corporate Error Reporting (CER)
- E. Extended Lifecycle Hotfix Support
- F. TechNet Plus

Answer: A,B,F

Question No: 4

You need to recommend the most appropriate licensing solution for The Phone Company. What should you recommend?

- A. the existing Enterprise Agreement and a new Select License agreement
- B. a new Select License agreement with Software Assurance Membership
- C. the existing Open Business agreements and a new Select License agreement with Software Assurance
- D. the existing Enterprise Agreement and the existing Open Business agreements

Answer: A

Question No: 5

You need to recommend the most appropriate licensing solution for The Phone Company. What additional information do you need?

- A. the additional server products that the company plans to deploy
- B. the company's plans for expanding into additional countries
- C. the expected sales growth during the next three years
- D. the software refresh cycle

Answer: D

Question No: 6

You need to recommend a change in the current licensing solution for The Phone Company. Which factor most influences the company's need to change its licensing solution?

- A. multiple server and desktop upgrades
- B. the deployment of Systems Management Server
- C. the need to improve security
- D. the recent opening of the new sales offices

Answer: D

Question No: 7

You need to identify the additional licenses that are required to deploy Systems Management Server. Which additional licenses should you identify?

- A. Systems Management Server Client Access Licenses (CALs)
- B. SQL Client Access Licenses (CALs) and Systems Management Server Client Access Licenses (CALs)
- C. Systems Management Server
- D. Systems Management Server and Systems Management Server Client Access Licenses (CALs)
- E. Systems Management Server with SQL 2000 Technology

Answer: C

Question No: 8

You need to recommend the most appropriate licensing solution for The Phone Company. Which factor most influences the licensing solution decision?

- A. the geographical locations of the offices
- B. the server upgrade plans
- C. the number and types of applications that are currently deployed
- D. concerns about network security

Answer: A

Topic 4, Scenario, Testkingonline.com

You are a licensing specialist at Testkingonline.com. Your customer is Testkingonline.com, a human resources staffing company.

Company Background

Testkingonline.com has 10 offices that are located in three states. The company has grown consistently and it plans to hire additional employees.

Network Description

The company network contains 800 desktops that run several different versions of Microsoft Office Professional. Other Microsoft applications that are installed on the desktops vary by location. Each office contains three servers that run Microsoft Windows 2000 Advanced Server and Microsoft Exchange 2000 Server Enterprise Edition. Other server software that is installed varies by location.

Current Licensing Solution

Testkingonline.com acquires its licenses through an Open Business agreement. The chief information officer (CIO) states that the Open Business agreement is difficult to manage and does not allow the company to combine its purchases so that it qualifies for additional discounts and benefits.

Business Goals

Testkingonline.com has the following business goals for the coming year:

- Standardize the desktops to allow greater control of the information technology (IT) environment. Because some offices use in-house applications that are only compatible with older software versions, it might not be possible to upgrade software versions in all offices immediately.
- Stay current on the latest technology.
- Reduce the amount of time that the IT department spends on internal help desk requests.
- Reduce the cost of maintaining the company's infrastructure.

The company has the budget to implement these plans.

Topic 4, Testkingonline.com (5 Questions)

Question No: 1

You need to recommend a change in the licensing solution for Testkingonline.com. Which two factors most influence the company's need to change its licensing solution? (Choose two.)

- A. the need to reduce software costs
- B. the need to standardize desktops in all the offices
- C. the need to improve license management and tracking
- D. the need to reduce the technical support costs
- E. the need to accommodate the increase in staff

Answer: B,D

Question No: 2

You need to recommend the most appropriate licensing solution for Testkingonline.com. What should you

recommend?

- A. Enterprise Subscription Agreement for the desktops with servers as additional products
- B. Open Volume with Software Assurance for both desktops and servers
- C. Select License with Software Assurance for both desktops and servers
- D. Select License without Software Assurance

Answer: C

Question No: 3

You need to recommend the most appropriate software acquisition model for Testkingonline.com. What should you recommend?

- A. centralized software decision-making and centralized purchasing
- B. centralized software decision-making and decentralized purchasing
- C. decentralized software decision-making and centralized purchasing
- D. decentralized software decision-making and decentralized purchasing

Answer: B

Question No: 4

You need to recommend a change in the software acquisition process for Testkingonline.com. Which factor most influences the company's need to change its software acquisition process?

- A. the need to upgrade existing software to the most current versions
- B. the need to standardize all desktop software
- C. the expectations for future growth
- D. the lack of a Software Asset Management process

Answer: B

Question No: 5

You need to recommend a desktop licensing solution for Testkingonline.com. What additional information do you need?

- A. the type of software that is currently deployed on the desktops
- B. the type of software that is currently deployed on the servers
- C. whether Software Assurance was purchased on the current licenses
- D. the number of permanent and temporary employees

Answer: C

Topic 5, Alpine Ski House

You are a licensing specialist at Testkingonline.com. Your customer is Alpine Ski House, a large ski equipment manufacturer.

Company Background

Alpine Ski House has one location. The company's five departments are accounting, manufacturing, human resources (HR), sales, and information technology (IT). Business is cyclical. During peak periods, the company adds more employees. During slow periods, the number of employees is reduced.

Network Description

The number of desktops fluctuates between 300 and 400. The desktops run either Microsoft Office 2000 Standard or Office XP Professional, and either Microsoft Windows 98, Windows 2000 Professional, or Windows XP Professional.

Twelve servers run Windows 2000 Advanced Server. Three of the servers run Microsoft Exchange Server 5.5, and two of the servers run Microsoft SQL Server 7.0. The HR department stores personnel data on one of the servers. The accounting department runs all the accounting applications on two of the servers.

Current Licensing Solution

Alpine Ski House currently purchases software through an Open Business agreement. The company finds this agreement difficult to manage and not cost effective. The company is looking for ways to cut costs.

Business Goals

The sales department needs to implement a Web site to simplify customer ordering. To accomplish this goal, the department plans to purchase a new dual-processor server to host a SQL database. The database will store product information, and customers will be able to access the database.

The IT department recently installed Microsoft Internet Security and Acceleration Server 2004 in addition to other third-party security products. The main goals of the IT department are to improve network security and to reduce costs.

The IT manager realizes that the company is losing money by using inefficient and out-of-date software. He wants to upgrade to the latest versions of SQL Server and Exchange Server. However, the IT department would require additional training to use the latest versions.

Topic 5, Questions, Alpine Ski House (7 Questions)

Question No: 1

You need to recommend Software Assurance to help Alpine Ski House meet its business goals. Which two Software Assurance benefits meet the company's business goals? (Choose two.)

- A. Spread Payments
- B. Home Use Program
- C. Corporate Error Reporting (CER)
- D. New Version Rights
- E. training vouchers

Answer: D,E

Question No: 2

You need to recommend a licensing solution for Alpine Ski House. What additional information do you need?

- A. the additional server products that will be deployed

- B. the products that currently have Software Assurance
- C. the third-party products that are installed
- D. the hardware refresh cycle

Answer: A

Question No: 3

You need to recommend a change in the software acquisition process for Alpine Ski House. Which two factors most influence the company's need to change its software acquisition process? (Choose two.)

- A. the need to simplify license management
- B. the need to upgrade SQL Server and Exchange Server
- C. the need to accommodate increases and decreases in the number of desktops
- D. the need to standardize all desktops to use a single operating system
- E. the need for guaranteed pricing throughout the term of an agreement

Answer: A,C

Question No: 4

You need to recommend the most appropriate overall licensing solution for Alpine Ski House. What should you recommend?

- A. Select License with Software Assurance Membership for both desktops and servers
- B. an Enterprise Subscription Agreement for desktops with servers as additional products
- C. an Enterprise Agreement for desktops with servers as additional products
- D. Open Volume for both desktops and servers

Answer: B

Question No: 5

You need to identify the most appropriate purchase process for Alpine Ski House. What is the most appropriate purchase process?

- A. Each department should be responsible for its own desktop and server software purchases.
- B. The IT department should purchase server software. Individual departments should purchase all other software products.
- C. The IT department should purchase server software. Each employee should purchase his or her own software as needed, after the purchase is approved by the IT department.
- D. A central purchasing department should purchase all software, after purchases are approved by the IT department.

Answer: D

Question No: 6

You need to recommend the most appropriate SQL Server license option for the sales department Web server. What should you recommend?

- A. one SQL Server license and Device Client Access Licenses (CALs)
- B. one SQL Server license and User Client Access Licenses (CALs)
- C. two SQL Server Per Processor Licenses

Answer: C

Question No: 7

You need to recommend a licensing program for Alpine Ski House. Which factor most influences the company's licensing solution decision?

- A. the variety of desktop software
- B. the number of desktops at any given time
- C. the use of older versions of server software
- D. concerns about network security

Answer: B

Topic 6, Humongous Insurance

You are a licensing specialist at Testkingonline.com. Your customer is Humongous Insurance, a large insurance company.

Company Background

Humongous Insurance plans to acquire another insurance company that has 40 employees. The other company licenses its products through an Open Business agreement.

Network Description

The Humongous Insurance network contains 750 desktops and 70 servers. The company uses a variety of Microsoft desktop and server technology.

Current Licensing Solution

The 70 servers are licensed as additional products under an Enterprise 5.x Agreement that will expire in two months.

Business Goals

In six months, the company plans to deploy four dual-processor servers that run SQL Server in an active/passive failover cluster configuration. These servers will allow employees to access customer information by using the Internet.

The information technology (IT) department needs to be able to get training or assistance in using the network infrastructure. The department also needs an easy way to maintain the latest Microsoft server technology.

Topic 6, Humongous Insurance (7 Questions)

Question No: 1

You need to ensure that Humongous Insurance can prove ownership of its current Microsoft software licenses. What documentation do you need?

- A. paid invoice or retail receipt and media
- B. Certificate of Authenticity, End-User License Agreement, and media
- C. volume license product key and media
- D. volume licensing agreement, enrollment, license confirmation, and proof of payment

Answer: D

Question No: 2

You need to recommend Software Assurance to Humongous Insurance to meet the business goals of the IT department. Which three Software Assurance benefits meet the business goals? (Choose three.)

- A. TechNet Online Concierge Chat
- B. training vouchers
- C. eLearning
- D. Employee Purchase Program (EPP)
- E. Home Use Program
- F. New Version Rights

Answer: A,B,C

Question No: 3

You need to recommend a solution for transferring the other company's Microsoft software licenses to Humongous Insurance after the acquisition is complete. What should you recommend to the other company?

- A. Add its software licenses to Humongous Insurance's existing Open Business agreement.
- B. Ask Humongous Insurance to submit a True-up form that includes the additional desktops and servers from the other company.
- C. Submit a Transfer of License form for all existing licenses. Notify Humongous Insurance of the license terms and conditions.
- D. Start a new enrollment under Humongous Insurance's existing Enterprise Agreement.

Answer: C

Question No: 4

You need to recommend Software Assurance for Humongous Insurance's Microsoft Office purchases. Which three Software Assurance benefits will the company obtain? (Choose three.)

- A. Extended Lifecycle Hotfix Support
- B. New Version Rights
- C. Problem Resolution Support
- D. TechNet Plus
- E. Home Use Program
- F. eLearning

Answer: B,E,F

Question No: 5

You need to ensure that Humongous Insurance gets a list of its volume license product keys. What should you instruct the company to do?

- A. View the key list at <https://eopen.microsoft.com>.
- B. Request the key list from Microsoft Licensing, GP.
- C. View the key list at the Microsoft Volume Licensing Services (MVLS) Web site at <https://licensing.microsoft.com>.
- D. View the key list at <http://www.microsoft.com/licensing>.

Answer: C

Question No: 6

You need to recommend the most appropriate license acquisition method for the four new SQL servers. What should you recommend?

- A. Sign a new Enterprise Enrollment under the existing Enterprise Agreement.
- B. Acquire the licenses through an Open Business agreement.
- C. True-up the SQL Server licenses at the anniversary date of the agreement.
- D. Add the SQL Server licenses as additional products on the existing Enterprise Agreement.

Answer: C

Question No: 7

You need to recommend the most appropriate licensing solution for Humongous Insurance. What should you recommend?

- A. Open Business
- B. Open Value
- C. Select License
- D. Enterprise Agreement

Answer: D

Topic 7, Scenario, City Power & Light

You are a licensing specialist at Testkingonline.com. Your customer is City Power & Light, a company that manufactures and sells electrical devices.

Company Background

The company headquarters are in Tampa, Florida. The company has one retail store in Tampa and one retail store in Miami. The information technology (IT) department in Tampa manages the software for all locations.

Network Description

The company has 400 employees who use 400 desktops. The desktops run either Microsoft Windows 98 or Windows 2000 Professional. The employees use Microsoft Exchange Server 5.5 for e-mail. The network contains 15 server computers that run Windows NT Server 4.0. One hundred users access four single-processor servers running Microsoft SQL Server 7.0.

Business Goals

The IT department has the following goals:

Upgrade the Windows 98 desktops to Microsoft Windows XP Professional.
Standardize all servers so that they use the same software.

Upgrade the 400 desktops to Windows XP Professional.

Upgrade the e-mail server to Exchange Server 2003, and implement Microsoft Outlook Web Access.

Upgrade the SQL servers to SQL Server 2000.

Ensure that no unlicensed Microsoft software is being used.

City Power & Light plans to hire five new developers to work on internal applications. The company needs to acquire Microsoft Visual Studio for the new developers.

City Power & Light also needs to upgrade all computers for the lowest possible cost. The company has only enough budget to upgrade half of the desktops and servers. The software refresh cycle is five years.

Topic 7, City Power & Light (5 Questions)

Question No: 1

You need to recommend the most appropriate payment structure for City Power & Light. What should you recommend?

- A. Pay for the appropriate licenses as products are deployed.
- B. Pay up-front for the initial order and pay for additional products as needed.
- C. Spread payments for the initial order throughout the duration of the agreement and pay for additional products as needed.

Answer: B

Question No: 2

You need to recommend the most appropriate licensing acquisition solution for Visual Studio. What should you recommend?

- A. Full Package Product
- B. Open Business with Software Assurance
- C. Open Business without Software Assurance
- D. Open Volume with Software Assurance
- E. Open Volume without Software Assurance

Answer: C

Question No: 3

You need to recommend the most appropriate overall licensing solution for City Power & Light. Which solution should you recommend?

- A. Select Agreement with Software Assurance
- B. Select Agreement without Software Assurance
- C. Open Volume agreement with Software Assurance
- D. Open Volume agreement without Software Assurance

Answer: D

Question No: 4

You need to recommend a server licensing solution. What additional information do you need? (Choose two.)

- A. amount of expected future growth
- B. amount spent per year on server support externally
- C. a complete inventory of all Microsoft and third-party software products
- D. number of desktop computers at each retail store

Answer: A,B

Question No: 5

You need to recommend the most appropriate software acquisition model for City Power & Light. What should you recommend?

- A. All software should be purchased by the headquarters.
- B. Software for both locations should be purchased by a third party.
- C. Each location should purchase their own software.
- D. Software should be purchased by individual departments.

Answer: A

Topic 8, Scenario, Contoso

You are a licensing specialist at Testkingonline.com. Your customer is Contoso Pharmaceuticals, a growing pharmaceutical company.

Company Background

Contoso Pharmaceuticals has two divisions in the United States, one division in Switzerland, and two divisions in England. The company is purchasing a small competitor in Germany that has a Select License agreement at Level A for applications and systems. The agreement includes Software Assurance Membership. In the past year, Contoso Pharmaceuticals expanded much more rapidly than it had anticipated. The company's growth will likely continue. Additional competitors might be acquired.

Network Description

The Contoso Pharmaceuticals network contains 11,500 desktops. The desktops run Microsoft Windows XP Professional. Desktops in most locations run Microsoft Office Professional. Desktops in some locations run third-party applications. The company network contains Microsoft Exchange servers and Microsoft Windows servers.

Current Licensing Solution

Contoso Pharmaceuticals holds a Select 6.x License agreement. When the company entered the Select License agreement, the number of forecasted purchases qualified Contoso Pharmaceuticals for the Level B discount in applications and systems. As the company approaches its first anniversary, it has accumulated 20,000 points in the Applications pool and 12,000 points in the Systems pool.

Business Goals

Each division plans and budgets its own software purchases. This purchase model works for Contoso Pharmaceuticals, but the executive team wants to look for ways to optimize the company's information technology (IT) investments and to ensure a more predictable budget.

The executive team is evaluating whether it should manage the IT environment and budget for the entire enterprise and standardize all desktops to use the same applications and operating systems. The team wants to save money and to ensure that collaboration among divisions and locations is more efficient. The team does not know if the benefits of standardization will outweigh the costs of training end users and the IT department to use the new software.

Topic 8, Contoso(6 Questions)

Question No: 1

You need to recommend the most appropriate licensing solution for Contoso Pharmaceuticals. What additional information do you need about the German company?

- A. the number of employees
- B. the number of desktops
- C. the current software acquisition process
- D. the version of Windows that the company's servers run

Answer: B

Question No: 2

You need to recommend the most appropriate licensing solution for Contoso Pharmaceuticals. What should you recommend?

- A. Enterprise Agreement
- B. Select License at the Level C discount with Software Assurance
- C. Open Volume with Software Assurance
- D. Enterprise Agreement for all divisions except for the German division; Select License for the German division with Software Assurance Membership

Answer: A

Question No: 3

You need to recommend a licensing solution for Contoso Pharmaceuticals. Which two additional pieces of information do you need? (Choose two.)

- A. the number of servers and how the servers are currently licensed
- B. the number of additional divisions that the company expects to add in the next three years
- C. the third-party software that is in use
- D. the number of internal IT support employees
- E. whether the company has Software Assurance

Answer: A,E

Question No: 4

You need to recommend the most appropriate licensing solution for the German division once the acquisition is

complete. What should you recommend?

- A. The German division should continue to purchase software under its current agreement until the agreement expires.
- B. The German division should sign a new enrollment under the Contoso Pharmaceuticals agreement.
- C. The German division should sign a new Select License agreement at the same level as Contoso Pharmaceuticals.
- D. The German division should sign a new Select License agreement and enrollment at the same level as Contoso Pharmaceuticals.

Answer: B

Question No: 5

You need to identify a future event in Contoso Pharmaceuticals environment that would cause the company to consider a licensing program change. Which event should you identify?

- A. The company acquires additional divisions.
- B. The company accumulates enough points to qualify for a Level C discount.
- C. The company moves to a centralized decision-making model and budget-control model.
- D. The company standardizes on a single desktop operating system.

Answer: C

Question No: 6

You need to identify the current software acquisition model for Contoso Pharmaceuticals. Which model should you identify?

- A. centralized software decision-making and centralized purchasing
- B. centralized software decision-making and decentralized purchasing
- C. decentralized software decision-making and centralized purchasing
- D. decentralized software decision-making and decentralized purchasing

Answer: D

Topic 9, Scenario, Litware

You are a licensing specialist at Testkingonline.com. Your customer is Litware, Inc., a large company that has 15,000 employees.

Company Background

Litware, Inc. has 15 locations in North America and six locations in Europe and Asia. The company's two divisions are the custom software division and the hosting services division. Both divisions are experiencing significant sales growth.

The custom software division creates custom software solutions that account for 75 percent of the total revenue for Litware, Inc. The hosting services division offers Microsoft Exchange and Web hosting services for customers around the world. The company frequently adds 1,000 developers and testers for up to 28 months to work on specific projects.

Network Description

The custom software division creates highly integrated solutions by using Microsoft SQL Server. The solutions must be delivered and deployed by using custom installation media. In the past, Litware, Inc., purchased SQL Server through Full Package Product (FPP). This purchasing method no longer meets the company's solution deployment needs.

The hosting services division has one server farm that contains 500 servers. These servers run Microsoft Windows Server, Microsoft Exchange Server, Microsoft Operations Manager Server, Microsoft Systems Management Server, and Microsoft Internet Security and Acceleration Server. These applications are licensed through the company's current Select License agreement.

Current Licensing Solution

Litware, Inc. has no established purchasing procedures. Each location has a different set of desktop products. The offices in Europe and in Asia acquire software licenses under Open License and FPP purchases. The offices do not have Software Assurance for the servers or the desktops.

The offices in North America acquire software licenses through a Select License agreement that has Software Assurance for the servers.

Business Goals

The company's executive team suspects that the various locations do not keep track of software purchases and could not prove ownership if the company is audited. The team wants to standardize all desktops.

Topic 9, Litware(5 Questions)

Question No: 1

You need to recommend a licensing solution for the internal use of Microsoft software at Litware, Inc. Which factor most influences the company's internal licensing solution decision?

- A. the number of desktops and servers that the company owns
- B. the fluctuation in the total number of users
- C. the custom software solution business
- D. the geographic locations of the company's employees
- E. the increase in sales last year

Answer: B

Question No: 2

You need to recommend the most appropriate licensing solution for the server farm. Which solution or solutions should you recommend? (Choose all that apply.)

- A. Operations Manager Server, Systems Management Server, and Internet Security and Acceleration Server should be licensed under the current licensing agreement.
- B. All products should be licensed under the current licensing agreement.
- C. All products should be licensed through a Services Provider Licensing Agreement (SPLA).
- D. Windows Server and Exchange Server should be licensed through a Services Provider Licensing Agreement (SPLA).
- E. Windows Server and Exchange Server should be licensed through the Independent Software Vendor (ISV) Royalty Licensing program.
- F. Windows Server and Exchange Server should be licensed through an Enterprise Subscription Agreement.

G. All products should be licensed through an Enterprise Subscription Agreement.

Answer: A,D

Question No: 3

You need to recommend a more convenient solution for licensing SQL Server for use in the custom solutions. What should you recommend?

- A. Acquire the SQL Server licenses through an Open License agreement.
- B. Acquire the SQL Server licenses through the Independent Software Vendor (ISV) Royalty Licensing program.
- C. Acquire the SQL Server licenses through a Services Provider Licensing Agreement (SPLA).
- D. Require each customer to obtain the SQL Server licenses through the customers own licensing agreement.

Answer: B

Question No: 4

You need to recommend the most appropriate licensing solution for Litware, Inc. What should you recommend?

- A. Choose the Independent Software Vendor (ISV) Royalty Licensing Program for the custom software solutions. Acquire a Services Provider Licensing Agreement (SPLA) for hosted products. Acquire an Enterprise Subscription Agreement for the company's internal use.
- B. Acquire Original Equipment Manufacturer (OEM) licenses for the custom software solutions. Acquire an Enterprise Subscription Agreement for the company's internal use and for the hosted products.
- C. Choose the Independent Software Vendor (ISV) Royalty Licensing Program for the custom software solutions and for the hosted products. Acquire an Enterprise Agreement for the company's internal use.
- D. Acquire Original Equipment Manufacturer (OEM) licenses for the hosted products. Acquire a Services Provider Licensing Agreement (SPLA) for the custom software solutions. Acquire an Enterprise Agreement for the company's internal use.

Answer: A

Question No: 5

You need to identify the current software acquisition model for Litware, Inc. Which model should you identify?

- A. centralized software decision-making and centralized purchasing
- B. centralized software decision-making and decentralized purchasing
- C. decentralized software decision-making and centralized purchasing
- D. decentralized software decision-making and decentralized purchasing

Answer: D

Topic 10, Scenario, Tailspin Toys

You are a licensing specialist at Testkingonline.com. Your customer is Proseware, Inc., an online bookstore that has \$30 million in annual sales.

Company Background

Proseware, Inc., has a main office in New York and branch offices in the United States, Greece, and Malaysia. The company anticipates that sales will continue to grow this year.

Network Description

The company network contains 700 desktops that run Microsoft Windows XP Professional. Two hundred of the desktops run Microsoft Office 2000 Professional, which is covered by Software Assurance that expires in 13 months. The other 500 desktops run Office 2000 Standard, which is not covered by Software Assurance. The current desktop environment meets the company's needs.

The network contains 100 Windows NT Server 4.0 servers that run the company's online Web services. The company wants to upgrade all the servers to Windows Server 2003. However, there is not enough budget to upgrade this year. The company is considering a Microsoft Exchange Server 2003 deployment, and it expects to purchase about 20 additional servers during the next three years.

Current Licensing Solution

Proseware, Inc., currently purchases Microsoft software through an Open Volume agreement. In the past, the company made license-only purchases on all server software licenses and did not invest in Software Assurance. Because of the geographical locations of the company offices, managing licenses is difficult.

Business Goals

The chief executive officer (CEO) states that the information technology (IT) department is too busy managing the server infrastructure. The IT department has the following goals:

Increase the security of the network.

Maintain stability in the organization's infrastructure.

Ensure that the technology on new servers is kept current.

Increase the return on IT investments.

The IT department does not have time for basic desktop help desk requests. The department wants to find ways to gain additional technical support from Microsoft on desktop and server products that are purchased.

Topic 10, Tailspin Toys (8 Questions)

Question No: 1

You need to recommend a licensing solution for Proseware, Inc. What additional information do you need?

- A. the type of server software that the company plans to deploy in the next three years
- B. the expected growth in sales for the next three years
- C. the expected growth in employees for the next three years
- D. the additional desktop software that is in use

Answer: A

Question No: 2

You need to recommend Software Assurance to Proseware, Inc., to meet the company's business goals. Which two business goals does Software Assurance meet? (Choose two.)

- A. improve return on investment (ROI)
- B. manage license compliance
- C. increase network security
- D. decrease network administration time

Answer: A,D

Question No: 3

You need to recommend the most appropriate payment structure for Proseware, Inc. What should you recommend?

- A. Spread payments throughout the term of the agreement.
- B. Pay for appropriate licenses as products are deployed.
- C. Pay up front for the initial order. Pay for additional products as needed.

Answer: A

Question No: 4

You need to recommend the most appropriate licensing solution for the desktops at Proseware, Inc. What should you recommend?

- A. Acquire a Select License agreement with Software Assurance Membership
- B. When the current Software Assurance coverage expires, renew licensing under an Enterprise Agreement.
- C. When the current Software Assurance coverage expires, renew licensing under an Open Volume Agreement.
- D. When the current Software Assurance coverage expires, sign a new enrollment for Software Assurance renewal under a Select License Agreement.

Answer: D

Question No: 5

You need to recommend Software Assurance to Proseware, Inc., to help meet the company's business goals. Which business goal does Software Assurance meet?

- A. provide technical support
- B. deploy Exchange Server 2003
- C. migrate to Windows Server 2003
- D. increase network security

Answer: A

Question No: 6

You need to recommend the most appropriate licensing solution for upgrading the servers to Windows Server 2003. What should you recommend?

- A. Original Equipment Manufacturer (OEM)
- B. Open Business with Software Assurance
- C. Open Volume with Software Assurance

- D. Select License with Software Assurance Membership
- E. Enterprise Agreement

Answer: D

Question No: 7

You need to recommend the most appropriate method of licensing future server upgrades for Proseware, Inc. What should you recommend?

- A. Purchase Full Package Product (FPP) to upgrade the servers.
- B. Acquire Original Equipment Manufacturer (OEM) licenses to upgrade the servers.
- C. Add Software Assurance to upgrade the existing licenses.
- D. Acquire new licenses and Software Assurance through a volume licensing agreement.

Answer: D

Question No: 8

You need to recommend a new software acquisition model for Proseware, Inc. Which two factors most influence the company's need to change its software acquisition model? (Choose two.)

- A. the goal to stay current on server technology
- B. the expected increase in sales
- C. the need for additional technical support
- D. the need to reduce up-front licensing costs
- E. the need to increase the security of the network

Answer: C,D

Topic 11, Scenario, Tailspin Toys

You are a licensing specialist at Testkingonline.com. Your customer is Tailspin Toys, a gift retailer.

Company Background

The peak sales season for Tailspin Toys is in July. During July, the number of employees increases by as much as 50 percent. During the remainder of the year, the company has a core staff of 300 employees.

Network Description

The Tailspin Toys network contains 300 desktops that run Microsoft Office 2000 Professional and the Core client access license (CAL). The number of desktops increases to a maximum of 450 during the peak sales season. When the staff increases to its highest level, many employees use desktops that were inactive for a long time. These desktops run older versions of software.

The network contains five servers that run Microsoft Windows 2000 Server. One of the servers also runs Microsoft Systems Management Server 2.0.

The company is planning the following technology changes:

Deploy the latest version of Systems Management Server so that the latest version of Office Professional can be deployed and the company can manage its desktop count and other software.

Standardize the desktop applications. This task is difficult because staffing levels fluctuate.

Current Licensing Solution

The desktop software was licensed through an Open Business agreement that ended in 2002.

Business Goals

Tailspin Toys wants to use the latest technology to meet customer demands. However, the company requires flexibility in purchasing to meet its organizational needs. The chief financial officer (CFO) suspects that the cost of maintaining the latest technology will exceed the company budget, particularly during the slow seasons, when the desktop requirements are reduced. In addition, the CFO states that she wants the company to own all assets.

The company needs a solution that will meet its technology requirements without exceeding its budget goals. It is currently January, which is a slow sales season. The company needs to enter a licensing agreement as soon as possible to prepare for the peak sales season.

Topic 11, Tailspin Toys (7 Questions)

Question No: 1

You need to recommend the most appropriate payment structure for Tailspin Toys. What should you recommend?

- A. Pay for licenses monthly, as needed.
- B. Pay up front for the initial order. Pay for additional products as needed.
- C. Spread payments for the initial order throughout the agreement. Pay for additional products as needed.

Answer: C

Question No: 2

You need to recommend the most appropriate license acquisition model for Office Professional. What should you recommend?

- A. Acquire Office Professional annually if the desktop count exceeds the qualified desktop count.
- B. Acquire Office Professional only when new employees are hired.
- C. Acquire the Office Professional license 30 days after the software is deployed.
- D. Acquire Office Professional licenses only when the license count exceeds the maximum employee count.

Answer: A

Question No: 3

Tailspin Toys needs to meet the increase in staffing requirements during the peak sales season without increasing costs. Which aspect of the appropriate licensing solution meets this requirement?

- A. the ability to prepay for licenses
- B. the ability to True-up annually
- C. the ability to add additional products
- D. the ability to subscribe to software

Answer: B

Question No: 4

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You need to identify the additional licenses that are required to deploy Systems Management Server 2003. Which additional licenses should you identify?

- A. SQL Client Access Licenses (CALs) only
- B. SQL Client Access Licenses (CALs) and Systems Management Server Client Access Licenses (CALs)
- C. SQL Per Processor Licenses and Systems Management Server with SQL 2000 Technology
- D. SQL Per Processor Licenses only
- E. Systems Management Server with SQL 2000 Technology

Answer: E

Question No: 5

You need to select the most appropriate licensing program and discount level for Tailspin Toys. Which licensing program and discount level does the company qualify for?

- A. Enterprise Agreement C Level A
- B. Enterprise Agreement C Level B
- C. Select License C Applications: Level A; Servers: Level A
- D. Select License C Applications: Level B; Servers: Level A

Answer: A

Question No: 6

You need to recommend Software Assurance to meet some of the company's business goals. Which Software Assurance

benefits meet the business goals?

- A. Home Use Program and New Version Rights
- B. Home Use Program and training vouchers
- C. New Version Rights and Spread Payments
- D. Spread Payments and eLearning

Answer: C

Question No: 7

Tailspin Toys needs to update all the older versions of Microsoft Office Professional. What should the company do?

- A. Acquire Software Assurance only.
- B. Acquire Microsoft Office Professional upgrade licenses.
- C. Acquire new licenses and Software Assurance.
- D. Acquire Microsoft Office Professional Step-up licenses.

Answer: C