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Exam : **70-122**

Title : Designing and Providing Microsoft Volume Licensing Solutions to Large Organizations

Version : DEMO

1.The following seven questions all present the same scenario. For your convenience, the scenario is repeated in each question. Each question presents a different goal, question sentence, and answer choices, but the text of the scenario is exactly the same in each question in this section.

Correct:

2.You are a licensing specialist. 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. End of repeated scenario 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.

Correct:C

3.You are a licensing specialist. 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

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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.

Correct:C

4.You are a licensing specialist. 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. End of repeated scenario 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

Correct:B

5.You are a licensing specialist. 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. End of repeated scenario 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

Correct:A

6.You are a licensing specialist. 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

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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.

Correct:A

7.You are a licensing specialist. 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. End of repeated scenario 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

Correct:E

8.You are a licensing specialist. 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. End of repeated scenario You need to recommend Software Assurance to meet some of the companys 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

Correct:C

9.The following five questions all present the same scenario. For your convenience, the scenario is repeated in each question. Each question presents a different goal, question sentence, and answer choices, but the text of the scenario is exactly the same in each question in this section.

Correct:

10.You are a licensing specialist. 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. End of repeated scenario 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

Correct:D