Microsoft

Exam Questions 70-121

Designing and Providing Microsoft Volume Licensing Solutions for Small and Medium Organizations
1. 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

2. You are a licensing specialist. 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

3. 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

4. You are a licensing specialist. Your customer has an Open Business agreement with Software Assurance. The agreement expires 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

5. You are a licensing specialist. You have a new customer who purchased Microsoft Windows XP Professional through Original Equipment Manufacturer (OEM) channels. The customer needs to create a standardized desktop image of Windows XP Professional for all company desktops. The customer needs to deploy the new image without activating the product. What should the customer do?  
A. Use volume license media and a volume license product key to create the standardized image.  
B. Use retail media or OEM media and a volume license product key to create the standardized image.  
C. Use volume license media and a retail product key or an OEM product key to create the standardized image.  
D. Use retail media or OEM media and a retail product key or an OEM product key to create the standardized image.  
Answer: A

6. You are a licensing specialist. 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

7. The following three 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.  
Answer:

8. You are a licensing specialist. Your customer is Margies Travel. Company Background Margies Travel first opened more than 30 years ago with two employees, two telephone lines, and two typewriters. In addition to the two full-time employees, the company currently has 12 part-time employees, who share desktops. Recently Margies Travel began advertising its services on the Internet. The positive response to the company's seasonal travel specials caught the company by surprise. Network Description Margies Travel has one server and eight desktops. The server runs Microsoft Windows 2000 Server and Microsoft Access 97. The desktops run a third-party travel
software program and Microsoft Office 97. The anticipated software refresh cycle is 5 years.

Current Licensing Solution
The owner of the company did not budget for new hardware and software acquisitions, and he is having difficulty managing software acquisition. Business Goals

In order to keep up with sales growth, the company will need to upgrade the existing server to Windows Server 2003 and Access 2003 and all desktops to Office 2003 Professional. The owner will also need to hire at least two additional full-time employees, who will require their own desktops. End of repeated scenario

You need to advise Margies Travel to change its current licensing acquisition process. Which two factors are causing the need for change? (Choose two.)

A. budget considerations
B. recent growth in sales
C. the need to hire two additional full-time employees
D. the need to offer seasonal travel specials
E. licensing management concerns

Answer: A E

9. You are a licensing specialist. Your customer is Margies Travel. Company Background

Margies Travel first opened more than 30 years ago with two employees, two telephone lines, and two typewriters. In addition to the two full-time employees, the company currently has 12 part-time employees, who share desktops. Recently Margies Travel began advertising its services on the Internet. The positive response to the company's seasonal travel specials caught the company by surprise. Network Description

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Current Licensing Solution
The owner of the company did not budget for new hardware and software acquisitions, and he is having difficulty managing software acquisition. Business Goals

In order to keep up with sales growth, the company will need to upgrade the existing server to Windows Server 2003 and Access 2003 and all desktops to Office 2003 Professional. The owner will also need to hire at least two additional full-time employees, who will require their own desktops. End of repeated scenario

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

A. Open Business
B. Open Volume
C. Select License
D. Enterprise Subscription

Answer: A

10. You are a licensing specialist. Your customer is Margies Travel. Company Background

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Microsoft Windows 2000 Server and Microsoft Access 97. The desktops run a third-party travel software program and Microsoft Office 97. The anticipated software refresh cycle is 5 years.

Current Licensing Solution The owner of the company did not budget for new hardware and software acquisitions, and he is having difficulty managing software acquisition. Business Goals

In order to keep up with sales growth, the company will need to upgrade the existing server to Windows Server 2003 and Access 2003 and all desktops to Office 2003 Professional. The owner will also need to hire at least two additional full-time employees, who will require their own desktops. End of repeated scenario You need to recommend the most cost-effective licensing for Windows Server 2003. Which two options are the most cost effective? (Choose two.)

A. Windows Server 2003 license with User client access licenses (CALs)
B. Windows Server 2003 license with Device client access licenses (CALs)
C. Windows Server 2003 license with External Connector
D. Windows Server 2003 licensed in Per Server mode

Answer: B D

11. The following four 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. Answer:

12. You are a licensing specialist. Your customer is Graphic Design Institute, a company that provides graphic design services for small businesses. Company Background Graphic Design Institute has 60 employees. The company expects the number of employees to increase by 10 percent each year for the next five years. The company has the following departments: Sales Design Human resources (HR) Accounting Hardware and software have been added as needed by employees with no oversight or control. The company recently hired an IT manager and asked her to evaluate the current environment and to propose a plan to support the company's expected growth. Network Description The company has three servers. Each runs Microsoft Windows NT Server 4.0, and one also runs Microsoft Exchange Server. The company has 60 desktops, of which the following groups have software configurations as described in the following table. Current Licensing Solution The purchase records for the current software are incomplete. The IT manager has no way to prove ownership of the Office software that is currently being used. Business Goals

The president of the company wants to control IT costs. However, he also wants to stay current with the latest software versions. The IT manager does not have staff, so she needs to leverage all the resources she can. The IT manager has the following goals: Replace the three existing servers with a single server running Microsoft Small Business Server 2003. Replace the 21 desktops in group Y. Standardize the remaining desktops, except those in group Z, to Windows XP Professional and Office 2003 Professional. End of repeated scenario You need to recommend a change in the company's software acquisition model. Which three factors have the greatest influence on the need for change? (Choose three.)

A. hiring an IT manager
B. ease of network administration

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C. cost effectiveness
D. improving network security
E. license compliance risk
F. desktop standardization

Answer: C E F

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A. whether there are remote or mobile users
B. which version of Exchange Server is currently used
C. whether Microsoft Outlook licenses are being used for e-mail
D. which type of third-party line-of-business software is being used

Answer: A

14. You are a licensing specialist. Your customer is Graphic Design Institute, a company that provides graphic design services for small businesses. Company Background Graphic Design Institute has 60 employees. The company expects the number of employees to increase by 10 percent each year for the next five years. The company has the following departments: Sales, Design, Human resources (HR), Accounting. Hardware and software have been added as needed by employees with no oversight or control. The company recently hired an IT manager and asked her to evaluate the current environment and to propose a plan to support the company's expected growth. Network Description The company has three servers. Each runs Microsoft Windows NT Server 4.0, and one also runs Microsoft Exchange Server. The company has 60 desktops, of which the following groups have software configurations as described in the following table. Current Licensing Solution The purchase records for the current software are incomplete. The IT manager
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with the latest software versions. The IT manager does not have staff, so she needs to leverage all
the resources she can. The IT manager has the following goals: Replace the three existing servers
with a single server running Microsoft Small Business Server 2003. Replace the 21 desktops in
group Y. Standardize the remaining desktops, except those in group Z, to Windows XP
Professional and Office 2003 Professional. End of repeated scenario You need to recommend a
server solution at the end of three years. What should you recommend?
A. Add another server running the latest version of Small Business Server.
B. Acquire the appropriate Transition Pack and Transition Client Access Licenses (CALs).
C. Add additional Small Business Server Client Access Licenses (CALs).
D. Acquire new Windows Server and Exchange Server licenses and appropriate client access licenses
   (CALs).
Answer: B

15. You are a licensing specialist. Your customer is Graphic Design Institute, a company that
provides graphic design services for small businesses. Company Background Graphic Design
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the resources she can. The IT manager has the following goals: Replace the three existing servers
with a single server running Microsoft Small Business Server 2003. Replace the 21 desktops in
group Y. Standardize the remaining desktops, except those in group Z, to Windows XP
Professional and Office 2003 Professional. End of repeated scenario The IT manager purchases
21 replacement desktops with OEM Windows XP Professional and Office 2003 Professional
installed. You need to recommend the most appropriate licensing solution for all the desktops.
What should you recommend?
A. Acquire licenses and Software Assurance for the Windows XP Professional upgrade and Office 2003
   Professional for the 35 desktops in groups W and X. Acquire only Software Assurance for the 21 new
desktops.
B. Acquire licenses and Software Assurance for Office 2003 Professional for the 56 desktops in groups W,
   X, and Y. Acquire only Software Assurance for the Windows XP Professional upgrade for these 56
desktops.
C. Acquire licenses and Software Assurance for Office 2003 Professional and the Windows XP Professional upgrade for the 56 desktops in groups W, X, and Y.

D. Acquire only Software Assurance for the 20 desktops in group W, which are currently licensed for Windows XP Professional. Acquire licenses and Software Assurance for Windows XP Professional for any remaining desktops. Acquire license and Software Assurance for Office 2003 Professional for all desktops.

Answer: A

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

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

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

19. You are a licensing specialist. 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. End of repeated scenario 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 customer's own licensing agreement.

Answer: B

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