



Cisco

Exam Questions 74-678

Designing and Providing Microsoft Volume Licensing Solutions to Large Organisations

Version: Demo

1. This question requires that you evaluate the underlined text to determine if it is correct.

A customer wants to make use of the License Mobility through Software Assurance (SA) benefit. The customer must activate this benefit through the Volume Licensing Service Center (VLSC).

Review the underlined text. If it makes the statement correct select "No change is needed." If the statement is incorrect select the answer choice that makes the statement correct.

- A. No change is needed.
- B. Complete the License Verification Form
- C. Activate this benefit in the Microsoft Volume Licensing Center (MVLC)
- D. Sign a Microsoft Service Provider License Agreement (SPLA)

Answer: B

Explanation: See 2) below.

. Deploy with an Authorized Mobility Partner To take advantage of License Mobility, you can deploy on Windows Azure or work with any Authorized Mobility Partner. They need to have a current Microsoft Services Provider License Agreement in place to accept your assigned licenses and deploy them as appropriate to your chosen hosted deployment solution.

. Submit a License Verification Form Within 10 days of deployment, complete the License Verification Form available on the Volume Licensing website and provide it to your Microsoft representative or preferred resell partner, so he or she can submit your form to Microsoft. Once submitted, Microsoft will confirm your eligibility and communicate your verification status to you and your chosen Authorized Mobility Partner.

2. A customer has Software Assurance (SA) on a Windows Enterprise Upgrade license.

You need to identify for the customer which benefit provides each user with the ability to run a corporate image of Windows from a USB device.

Which benefit should you identify?

- A. Windows Thin PC
- B. Windows Virtual Desktop Access (VDA)
- C. Roaming Use Rights
- D. Windows To Go
- E. License Mobility through SA

Answer: D

Explanation: Included with Windows 8.1 Enterprise Windows To Go is your own fully manageable, corporate image installed on a bootable certified USB drive. It is a new feature of Windows 8.1 Enterprise available to

customers with Software Assurance to help businesses address a wide range of mobility and travel light requirements.

3. DRAG DROP

Match the licensing resources that can be used to answer the corresponding questions. To answer, drag the appropriate licensing resource from the column on the left to its question on the right. Each licensing resource may be used once, more than once, or not at all.

| Licensing Resources | Answer Area |
|--|--|
| Microsoft Product List | What is the calculation to identify how many Planning Services days you will receive if you purchase four Microsoft SQL Server Enterprise Core licenses that have Software Assurance (SA)? |
| Microsoft Service Provider Use Rights (SPUR) | |
| Microsoft Software License Terms (MSLT) | How many points will be allocated to a Windows Server 2012 R2 Datacenter license when the license is purchased through a Microsoft Products and Services Agreement (MPSA)? |
| Volume Licensing Online Services Terms (OST) | |
| Volume Licensing Product Use Rights (PUR) | Do Microsoft SharePoint Server licenses with SA have License Mobility through SA? |

Answer:

| Licensing Resources | Answer Area |
|--|--|
| Microsoft Product List | What is the calculation to identify how many Planning Services days you will receive if you purchase four Microsoft SQL Server Enterprise Core licenses that have Software Assurance (SA)? |
| Microsoft Service Provider Use Rights (SPUR) | |
| Microsoft Software License Terms (MSLT) | How many points will be allocated to a Windows Server 2012 R2 Datacenter license when the license is purchased through a Microsoft Products and Services Agreement (MPSA)? |
| Volume Licensing Online Services Terms (OST) | |
| Volume Licensing Product Use Rights (PUR) | Do Microsoft SharePoint Server licenses with SA have License Mobility through SA? |

4. This question requires that you evaluate the underlined text to determine if it is correct.

A customer plans to migrate on-premises server workloads to Microsoft Azure during the next two years. An Enterprise Agreement enables the migration by offering subscription licenses for on-premises server products. The licenses can be reduced during the agreement term.

Review the underlined text. If it makes the statement correct select "No change is needed." If the statement is incorrect select the answer choice that makes the statement correct.

- A. No change is needed.
- B. A Microsoft Products and Services Agreement (MPSA)
- C. A Server and Cloud Enrollment (SCE)
- D. A Microsoft Online Subscription Agreement (MOSA)

Answer: C

Explanation: SCE: Gain the flexibility to move to the cloud as needed and grow organically without losing the value built into existing investments.

5. A customer has 80 physical servers that run Windows Server and are managed by using Microsoft System Center.

The customer plans to upgrade all of the servers to Windows Server 2012 R2 and to upgrade to System Center 2012 R2. All licenses will include Software Assurance (SA).

You need to recommend a licensing program for the customer. The solution must minimize costs.

Which licensing program should you recommend?

- A. Enterprise Subscription Agreement
- B. Server and Cloud Enrollment (SCE)
- C. Enterprise Agreement
- D. Select Plus

Answer: C

Explanation: * The Microsoft Enterprise Agreement offers the best value to organizations with 250 or more users or devices that want a manageable volume licensing program that gives them the flexibility to buy cloud services and software licenses under one agreement.

* Get 24x7 technical support, planning services, end-user and technical training, as well as unique technologies with Software Assurance.

Minimize up-front costs and budget more effectively by locking in pricing and spreading payments over three years.

6. This question requires that you evaluate the underlined text to determine if it is correct.

Office Online is a benefit that is only available through Software Assurance (SA).

Review the underlined text. If it makes the statement correct select "No change is needed." If the statement is incorrect, select the answer choice that makes the statement correct.

- A. No change is needed.
- B. Downgrade rights
- C. Rights to purchase Step-up licenses
- D. Re-imaging rights

Answer: C

Explanation: * To obtain a Step-up license to a higher level edition of a qualifying product, you need a lower level edition license with active Software Assurance coverage.

* Key benefits of Software Assurance include: / Rights to new software releases during the term of your agreement at no additional cost / Planning Services to enable efficient deployments / In-person and online training for IT pros and end users / Access to unique technologies available only to Software Assurance customers / Ways to spread payments over time

7. A customer purchases server licenses through a Select Plus agreement and has a Software Assurance Membership (SAM) for the server pool.

To which three SAM benefits is the customer entitled? Each correct answer presents part of the solution.

- A. E-Learning
- B. Roaming Use Rights
- C. Planning Services
- D. Enhanced Edition Benefits
- E. Training Vouchers

Answer: A,C,E

Explanation: Software Assurance Benefits:

There are over a dozen SA benefits and the amount of benefits your organization has depends on the licensing agreement. The list below highlights the most popular benefits associated with Office.

* (a) E-Learning

- * (c) Planning services
- * New software versions
- * (e) Training vouchers
- * Home Use Program
- * 24x7 phone and web support
- * Technet
- * Microsoft Office Multi Language Pack

Reference: Microsoft Office 2010 Engineering, Understanding Software Assurance

8. A customer has an Enterprise Agreement that includes Microsoft Office Professional Plus, Microsoft Core CAL Suite, and Windows Enterprise Upgrade.

The customer wants a Microsoft Exchange Server infrastructure hosted by Microsoft and Office 365 ProPlus licensed per user.

You need to recommend a licensing option for the customer.

What should you recommend?

- A. Office 365 ProPlus
- B. Office 365 Enterprise E1 Add-on
- C. Exchange Online Plan 2
- D. Exchange Online Plan 1
- E. Office 365 Enterprise E3 Add-on

Answer: D

Explanation: Exchange Online is available as a standalone service or you can get it as part of an Office 365 plan that includes Office, SharePoint, and Lync.

9. This question requires that you evaluate the underlined text to determine if it is correct.

A customer has an Enterprise Agreement.

All client computers have Microsoft Office Professional Plus 2010 installed. All users have Office Professional Plus 2010 installed on their home computer. The users can upgrade the version of Office on their home computer through the Home Use Program Software Assurance (SA) benefit.

Review the underlined text. If it makes the statement correct select "No change is needed." If the statement is

incorrect select the answer choice that makes the statement correct.

- A. No change is needed.
- B. New Version Rights
- C. Office Roaming Use Rights
- D. Step-up license

Answer: A

Explanation: With the Home Use Program (HUP), your employees can get the latest version of Microsoft Office to use on their home computers through a low-cost download. By using the same software at home and at work, employees naturally gain skills faster,

resulting in improved productivity and lower training costs.

Note: Activate HUP Offering the Home Use Program to your employees is seamless:

Use the Volume Licensing Service Center (VLSC) to activate HUP and receive a program code (work with your Software Assurance Manager to access the VLSC).

Provide your program code to employees, who can then order directly from the Home Use Program website.

10. HOTSPOT

A company is considering using Microsoft Azure services.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

Answer Area

| | Yes | No |
|---|-----------------------|-----------------------|
| Microsoft Azure is provisioned automatically when the company commits to Microsoft Office 365 ProPlus in an Enterprise Agreement. | <input type="radio"/> | <input type="radio"/> |
| Microsoft Azure is provisioned automatically in an Enterprise Agreement when the company transitions from the Microsoft Core CAL Suite to Windows Intune. | <input type="radio"/> | <input type="radio"/> |
| An upfront monetary commitment for Microsoft Azure is required when Azure is the only Server and Cloud Enrollment (SCE) component. | <input type="radio"/> | <input type="radio"/> |

Answer:

| | Yes | No |
|---|----------------------------------|----------------------------------|
| Microsoft Azure is provisioned automatically when the company commits to Microsoft Office 365 ProPlus in an Enterprise Agreement. | <input type="radio"/> | <input checked="" type="radio"/> |
| Microsoft Azure is provisioned automatically in an Enterprise Agreement when the company transitions from the Microsoft Core CAL Suite to Windows Intune. | <input type="radio"/> | <input checked="" type="radio"/> |
| An upfront monetary commitment for Microsoft Azure is required when Azure is the only Server and Cloud Enrollment (SCE) component. | <input checked="" type="radio"/> | <input type="radio"/> |

11. You need to recommend a solution for a customer that meets the following requirements:

Provide access to Office Online.

Include hosted email.

Minimize costs.

What should you recommend?

- A. Microsoft Exchange Online Plan 1
- B. Microsoft Office 365 Enterprise E3
- C. Microsoft Office 365 Enterprise K1
- D. Microsoft Office 365 Enterprise E1

Answer: C

Explanation: Kiosk would be cheaper compared to E1 and E3.

Incorrect:

Not A: Microsoft Exchange Online Plan 1 does not include Office Online.

12. DRAG DROP

A company named Contoso, Ltd. has 2,000 desktops, 1,500 laptops, and 250 tablets. All of the computers run Windows 8.1 Pro. Microsoft Office Professional Plus 2013 is installed on all of the computers. The 250 tablets are used by consultants who never connect to the corporate network.

Match the correct activation method for Office Professional Plus 2013 to each of the corresponding devices.

To answer, drag the activation method from the column on the left to its device on the right. Each activation method may be used once, more than once, or not at all.

| Activation Methods | Answer Area |
|-------------------------------|-----------------------------|
| Key Management Service (KMS) | Desktops: Activation method |
| Multiple Activation Key (MAK) | Laptops: Activation method |
| product key card | Tablets: Activation method |
| Volume License Key (VLK) | |

Answer:

| Activation Methods | Answer Area |
|-------------------------------|--|
| Key Management Service (KMS) | Desktops: Key Management Service (KMS) |
| Multiple Activation Key (MAK) | Laptops: Key Management Service (KMS) |
| product key card | Tablets: Multiple Activation Key (MAK) |
| Volume License Key (VLK) | |

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