



# 74-678<sup>Q&As</sup>

Designing and Providing Microsoft Volume Licensing Solutions to Large Organisations

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### QUESTION 1

Which product should you recommend for the research department?

- A. Microsoft Dynamics CRM Online
- B. Windows Intune
- C. Microsoft System Center 2012 R2
- D. Microsoft Azure

Correct Answer: D

\*

Scenario: The research department reports that it frequently lacks the server hardware resources to test new multi-tiered applications.

\*

Use the cloud to host the application.

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### QUESTION 2

A customer has 1,000 employees located in the United States, Germany, and the United Kingdom.

The customer needs to purchase 1,000 copies of Microsoft Office Professional Plus without Software Assurance (SA).

Which volume licensing program should you recommend?

- A. Open Value
- B. Enterprise Agreement
- C. Microsoft Products and Services Agreement (MPSA)
- D. Open

Correct Answer: C

The MPSA is currently available in several countries/regions\*, with others being added regularly. This agreement is recommended for commercial companies purchasing 250 or more licenses for online services or software, and that do not want an Enterprise Agreement.

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### QUESTION 3

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

Hot Area:



**Answer Area**

	Yes	No
Office Professional Original Equipment Manufacturer (OEM) is eligible for Microsoft Office Professional Plus with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input type="radio"/>	<input type="radio"/>
Microsoft Office Professional Original Equipment Manufacturer (OEM) is eligible for Office Standard with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input type="radio"/>	<input type="radio"/>
Microsoft Office Professional Full Packaged Product (FPP) is eligible for Office Standard with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

	Yes	No
Office Professional Original Equipment Manufacturer (OEM) is eligible for Microsoft Office Professional Plus with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input type="radio"/>	<input checked="" type="radio"/>
Microsoft Office Professional Original Equipment Manufacturer (OEM) is eligible for Office Standard with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input checked="" type="radio"/>	<input type="radio"/>
Microsoft Office Professional Full Packaged Product (FPP) is eligible for Office Standard with Software Assurance (SA) through Volume Licensing within 90 days of purchase.	<input type="radio"/>	<input checked="" type="radio"/>

**QUESTION 4**

A customer has an Enterprise Agreement that has Windows Enterprise Upgrade, Microsoft Office Professional Plus, and Microsoft Core CAL Suite licensed per device. The customer wants to purchase Office 365 add-ons. For each of the following statements, select Yes if the statement is true. Otherwise, select No.

Hot Area:



**Answer Area**

	Yes	No
The customer can purchase Office 365 Enterprise E3 add-ons for some users.	<input type="radio"/>	<input type="radio"/>
The customer can only purchase add-ons if Core CAL Suite is licensed per user.	<input type="radio"/>	<input type="radio"/>
There is a maximum number of add-ons that the customer can purchase.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

	Yes	No
The customer can purchase Office 365 Enterprise E3 add-ons for some users.	<input checked="" type="radio"/>	<input type="radio"/>
The customer can only purchase add-ons if Core CAL Suite is licensed per user.	<input type="radio"/>	<input checked="" type="radio"/>
There is a maximum number of add-ons that the customer can purchase.	<input checked="" type="radio"/>	<input type="radio"/>

\* You can add Office 365 E3, which includes those Enterprise capabilities, to a subset of employees who need them, rather than buying them for everyone

**QUESTION 5**

Purchasing Accounts in a Microsoft Products and Services Agreement (MPSA) are used to define the purchasing entities across an organization. For each of the following statements, select Yes if the statement is true. Otherwise, select No.



Hot Area:

**Answer Area**

	Yes	No
A department, an affiliate, and a parent company can be a Purchasing Account.	<input type="radio"/>	<input type="radio"/>
Points across all Purchasing Accounts in the MFSA contribute toward the price level per pool.	<input type="radio"/>	<input type="radio"/>
A customer can only assign one partner to a Purchasing Account.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

	Yes	No
A department, an affiliate, and a parent company can be a Purchasing Account.	<input checked="" type="radio"/>	<input type="radio"/>
Points across all Purchasing Accounts in the MFSA contribute toward the price level per pool.	<input checked="" type="radio"/>	<input type="radio"/>
A customer can only assign one partner to a Purchasing Account.	<input type="radio"/>	<input checked="" type="radio"/>



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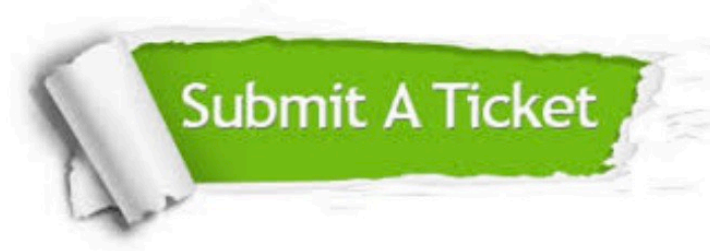
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