74-678 Q&As

Designing and Providing Microsoft Volume Licensing Solutions to Large Organisations

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QUESTION 1

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.

Select and Place:

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)		

Correct 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)		

* KMS

Microsoft Key Management Services (KMS) provides a way to activate volume license.

The Key Management Service (KMS) is an activation service that allows organizations to activate systems within their own network, eliminating the need for individual computers to connect to Microsoft for product activation. It does not require

a dedicated system and can be easily co-hosted on a system that provides other services.

* MAK (Multiple Activation Key)

A Multiple Activation Key (MAK) requires computers to connect one time to a Microsoft activation server. Once computers are activated, no further communication with Microsoft is required

QUESTION 2

A customer wants to buy Online Services and perpetual licenses for on-premises software through one agreement. The customer wants to add Software Assurance (SA) to some of the licenses for the on-premises products.

You need to recommend an agreement for the customer.

What should you recommend?

A. Open

B. Open Value Non-Company-wide

C. Server and Cloud Enrollment (SCE)

D. Select Plus

Correct Answer: B

The Open Value program comes with two options Non-Company-wide and Company -wide. The Open Value Non-company-wide option offers simplified license management for more control over your IT investment and better management of software costs with the advantages of Software Assurance.

QUESTION 3

A Datum is evaluating whether to acquire the SQL Server 2014 licenses through a Server and Cloud Enrollment (SCE). For each of the following statements, select Yes if the statement is true. Otherwise, select No.

Hot Area:

Answer Area

	Yes	No
A. Datum needs Software Assurance (SA) on all of its SQL Server 2014 licenses.	○	○
A. Datum needs SQL Server Enterprise Core licenses that are available only through the SCE.	○	○
It is more cost effective to purchase SQL Server 2014 through the SCE rather than as an Additional Product in the Enterprise Agreement.	○	○

Correct Answer:

Answer Area

	Yes	No
A. Datum needs Software Assurance (SA) on all of its SQL Server 2014 licenses.	◉	○
A. Datum needs SQL Server Enterprise Core licenses that are available only through the SCE.	○	◉
It is more cost effective to purchase SQL Server 2014 through the SCE rather than as an Additional Product in the Enterprise Agreement.	◉	○

QUESTION 4

A company is considering whether to purchase Microsoft Office 2013 preinstalled on a new computer or through a Volume Licensing agreement. For each of the following statements, select Yes if the statement is true. Otherwise, select No.

Hot Area:

Answer Area

	Yes	No
Office Professional Plus 2013 can only be purchased through a Volume Licensing agreement.	○	○
Office Standard 2013 with Software Assurance (SA) can only be purchased through a Volume Licensing agreement.	○	○
Office Professional 2013 preinstalled on a computer is licensed to run in a Virtual Desktop Infrastructure (VDI).	○	○

Correct Answer:

Answer Area

	Yes	No
Office Professional Plus 2013 can only be purchased through a Volume Licensing agreement.	◉	○
Office Standard 2013 with Software Assurance (SA) can only be purchased through a Volume Licensing agreement.	◉	○
Office Professional 2013 preinstalled on a computer is licensed to run in a Virtual Desktop Infrastructure (VDI).	○	◉

QUESTION 5

A customer signs an Enterprise Agreement.

What products can the customer download from the Volume Licensing Service Center (VLSC)?

A. All of the products in the Volume Licensing product catalog.

B. Only the products that they purchased.

C. Only the products included on their Customer Price Sheet.

D. All Microsoft business and consumer products.

Correct Answer: C

Customer Price Sheet: The written statement provided to Enrolled Affiliate for the initial and any subsequent orders. The Software Advisor or Microsoft Account Manager will provide Enrolled Affiliate with a Customer Price Sheet. This will contain Enrolled Affiliate\\'s Product and Services initial order, pricing, and billing terms. Reference: Enterprise Agreement Program Guide

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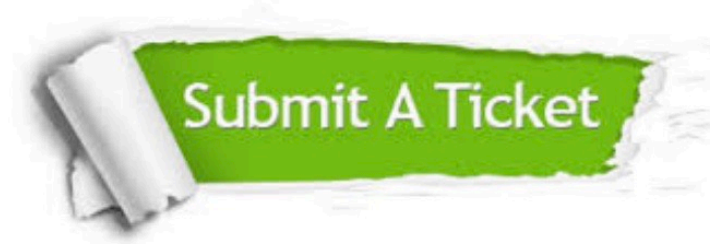Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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