



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

Designing and Providing Microsoft Volume Licensing Solutions to Large Organisations

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**QUESTION 1**

Which three benefits of an Enterprise Agreement apply to Contoso? Each correct answer presents part of the solution.

- A. The eligibility to downgrade on-premises software.
- B. The eligibility for volume discounts.
- C. The ability to spread payments across the terms of the agreement.
- D. The ability to purchase Microsoft cloud services and on-premises software through one agreement.
- E. The ability to opt out of purchasing SA on a per-license basis.

Correct Answer: BCD

B: When it is purchased through your EA, volume pricing discounts are available and apply to both your initial annual monetary commitment level and any additional Microsoft Azure service capacities you may add throughout your EA.

C: Spread Payments Payments for products and services purchased at signing may be spread over three annual payments mapping to your yearly agreement anniversary. This is a benefit of the EA's Software Assurance coverage and is offered as an optional payment term with no cost-of-money fees.

D: The Microsoft Enterprise Agreement is a manageable volume licensing program that gives organizations the flexibility to purchase software licenses and/or cloud services under one agreement in response to the changing technological landscape.

Reference: Program Guide, Enterprise Agreement

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**QUESTION 2**

A customer has an Enterprise Subscription Agreement.

The customer has the following deployed:

Microsoft Exchange Server 2013 Enterprise Edition

Microsoft System Center 2012 92 Datacenter Edition Microsoft System Center 2012 R2 Standard Edition

Microsoft Office Professional Plus 2013

Windows Server 2012 R2 Datacenter

Windows Server 2012 R2 Standard

Microsoft SharePoint Server 2013

Windows 8.1 Pro

The company is evaluating the implementation of Hyper-V and the live migration of virtual machines.

To which product does the License Mobility within Server Farms right apply?



- A. Microsoft System Center 2012 R2 Standard Edition
- B. Windows 8.1 Pro
- C. Microsoft System Center 2012 R2 Datacenter Edition
- D. SharePoint Server 2013

Correct Answer: D

Products--like Microsoft SharePoint and Microsoft Exchange--that are identified as eligible for License Mobility within Server Farms in the Microsoft Product Use Rights (PUR) document will be available for License Mobility. Reference: License Mobility Through Software Assurance

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### QUESTION 3

A company named Contoso, Ltd. wants to standardize the Microsoft Core CAL Suite for all of its users. Contoso indicates that it has a fluctuating user count due to the seasonality of its business. You need to recommend a licensing program for Contoso.

What should you recommend?

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

Correct Answer: C

SCE offers our lowest Windows Azure pricing, application License Mobility to the cloud, and new benefits for using System Center to manage Azure resources. Customers also get a new, subscription-based option, offering more flexibility when retiring workloads, consolidating, or migrating to the cloud.

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### QUESTION 4

How should SharePoint Server 2013 be licensed for the custom application for the company's partners and suppliers?

- A. By using a SharePoint Server 2013 External Connector license
- B. By using a SharePoint Server 2013 server license
- C. By using a SharePoint Server 2013 server license and User CALs
- D. By using a SharePoint Server 2013 for Internet Sites license

Correct Answer: A

\*

Scenario: A Datum spent a significant amount of time developing a custom application that will be used by hundreds of



the company's partners and suppliers. The application will always run on the latest version of SQL Server and SharePoint Server. A Datum wants the application to be available to the users immediately.

\*

an External Connector (EC) license is offered for some products as an optional alternative to address specific customer scenarios.

\*

If you want external users--such as business partners, external contractors, or customers--to be able to access your network, you have two licensing options:

Acquire CALs for each of your external users.

Acquire External Connector (EC) licenses for each server that will be accessed by your external users.

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## QUESTION 5

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

A company named Contoso, Ltd. builds cloud applications. Microsoft Azure allows the company's developers to deploy and manage their applications and to pay for only the resources that their applications use. 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. Windows Intune
- C. A Power BI for Office 365 subscription
- D. A Microsoft Office 365 Developer subscription

Correct Answer: A

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