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**Vendor:**Microsoft

**Exam Code:**70-123

**Exam Name:**Planning, Implementing and Maintaining  
a Software Asset Management (SAM) Program

**Version:**Demo

### QUESTION 1

You are a Software Asset Management (SAM) consultant for Company.com. You are conducting a SAM review. You need to analyze the effectiveness of the company's software purchasing policies. Which method should you use?

- A. Ask employees how they purchase software, what they do with the receipts, and what they do with the license after installing the software.
- B. Follow the audit trail for purchasing software. Look for software purchases through a central purchasing department, and look for reimbursement of software that is purchased and reported on employee expense reports.
- C. Review employee expense reports. Check purchases against the installed software report that is produced by the audit software.
- D. Ask the purchasing manager how he or she tracks software purchases.

Correct Answer: B

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### QUESTION 2

You are a Software Asset Management (SAM) consultant for Company.com. You are comparing the number of installations of software titles on computers to the number of installations that the license agreement allows. You review the relevant portion of the license agreement as shown in the exhibit. (Click the Exhibit button.) You need to identify what to include in the count of authorized licenses when purchasing Microsoft Office Standard. What should you identify?

Exhibit: 123-75.jpg

Exhibit

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- A. the number of qualified users
- B. the number of qualified desktops and the number of portable computers
- C. the number of qualified desktops
- D. either the number of qualified users or the number of qualified desktops

Correct Answer: A

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### QUESTION 3

You are a Software Asset Management (SAM) consultant for Company.com. The company invested in a service desk that uses call-logging software and ticket-recording software. The service desk software is fully functional. This software is part of a larger suite of software that includes SAM modules. Your customer has not implemented the SAM modules. Rather than implement the SAM modules from the existing supplier, the project sponsor wants to reduce costs by deploying a tool from another vendor that meets the functional specification. You need to recommend an integrated, fully functional solution. You need to decide which of the two solutions better suits the customer. Which method should you use?

- A. Ask both suppliers for case studies from other clients that reflect both implementation scenarios.
- B. Ask your customer what budget is available, and decide which tool meets this criterion.
- C. Interview references that are supplied by each vendor about costs and benefits of each solution.
- D. Ask both suppliers to provide performance comparisons.

Correct Answer: C

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#### QUESTION 4

You are a Software Asset Management (SAM) consultant for Company.com. The customer requests a full SAM review and program, which includes the creation of a license inventory and software inventory for 700 desktops and 60 servers. The company has several Select License agreements and Open License agreements, as well as hundreds of single license agreements. All desktops and servers are from well-known manufacturers and run Original Equipment Manufacturer (OEM) operating systems. The customer has collected all licenses and agreements that could be found. You need to create a license inventory by using the most efficient method for the customers large amount of license collateral. Which two methods should you use? (Each correct answer presents part of the solution. Choose two.)

- A. Try to import as much license information as possible from the publisher or reseller databases to prevent manually entering the information into the license inventory.
- B. Enter the license information into a spreadsheet or database that is grouped by license type and agreement type.
- C. Try to import the license installation keys from the registry, and then transcript the keys into a valid license record for the installed software.
- D. Assign each license to a desktop or a server.

Correct Answer: CD

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#### QUESTION 5

You are a Software Asset Management (SAM) consultant for Company.com. You review the license collateral and suspect that some of the Microsoft installation media is counterfeit. You need to find out if the media is counterfeit. What should you do?

- A. Verify the media against the Business Software Alliance (BSA) database of purchased software.
- B. Send the media to the Product Identification (PID) office in the legal and corporate affairs department for investigation.
- C. Return the media to where it was purchased, and ask for replacements.
- D. Count the media as valid, because it was purchased in good faith.

Correct Answer: A

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#### QUESTION 6

You are a Software Asset Management (SAM) consultant for Company.com. The company needs to be able to produce receipts and licenses that show the legal proof of ownership and the right to use the software. You need to ensure that the company maintains effective SAM records. Which method should you use?

- A. Document the purchase information, software title, and license information in a Microsoft Excel spreadsheet.
- B. Lock all license agreements, original media, and manuals in a secure location.

C. Audit the financial records and the license agreements to find out if there is an audit trail from the original purchase through the upgrades to the present day.

D. Maintain a library of software titles, media, and manuals.

Correct Answer: A

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### QUESTION 7

You are a Software Asset Management (SAM) consultant for Company.com. You are conducting a full SAM review and program, which includes a review of the SAM policies and procedures. The customer agrees to the review and gives you all the available policies and procedures. You need to ensure that the policies and procedures are correct, complete, and implemented. Which action or actions should you perform? (Choose all that apply.)

A. Analyze the policies and procedures for purchasing, deployment, usage, and documentation for incomplete and missing elements.

B. Find out if a site-metering and license-monitoring system is installed at the customers location.

C. Observe employee work habits to find out how processes and procedures are implemented.

D. Interview employees to find out how processes and procedures are implemented.

Correct Answer: ACD

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### QUESTION 8

You are a Software Asset Management (SAM) consultant for Company.com. You are conducting a full SAM review and program, which includes a review of the companys SAM policies and procedures. You need to find out how procedures are implemented in the company. You need to use the method that provides the most reliable results. Which method should you use?

A. Observe the behavior of employees in the information technology (IT) department.

B. Observe the behavior of employees in the purchasing department.

C. Conduct interviews that involve employees in all relevant departments.

D. Interview key managers about the implementation of policies and procedures.

Correct Answer: B

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### QUESTION 9

You are a Software Asset Management (SAM) consultant for Company.com. You are analyzing software and license inventories. You need to design the beginning of a management report and decide what information should be included in the beginning of the report. What should you do?

A. Start by including an executive summary that briefly discusses the relevant findings and the practice of the project.

B. Start by including a detailed license discrepancy report that is followed by a detailed report about the installations of

every desktop.

C. Start by including a summary of your recommendations.

D. Start by including the license history, and highlight the shortfalls of Update licenses without previous versions. Next, include a list of unassigned previous versions from different cost centers.

Correct Answer: B

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## QUESTION 10

You are a Software Asset Management (SAM) consultant for Company.com. During an audit, you discover that the company allows employees to keep a copy of the software at their desks. You review the relevant portion of the license agreement as shown in the exhibit.

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You need to identify the most appropriate description for when a user is permitted to copy licensed software, according to the license agreement. Which description should you identify?

A. when the product type of the copy is the same as the original media, and no independent license exists for the original media

B. when the affiliate company has a separate license from a separate source for each copy that is being replaced

- C. when the version of the copy is not the same as the version of the original media
- D. when the language of the copy is not the same as the language of the original media

Correct Answer: B

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#### QUESTION 11

You are a Software Asset Management (SAM) consultant for Company.com. You are conducting a full SAM review and program, which includes the creation of a software inventory for more than 1,000 desktops and servers. The scan tool has collected software data from all desktops and servers. You need to produce a management report about the software inventory. Which method should you use?

- A. Produce a detailed report of the employees who have violated acceptable use policies.
- B. Report all operating systems for every desktop and server to see if there are dual-boot systems.
- C. Produce reports by exception.
- D. Print a list of every installed software copy on every desktop and server. Group the list by publisher and by product name or workstation.

Correct Answer: D

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#### QUESTION 12

You are a Software Asset Management (SAM) consultant for Company.com. You discover that some employees installed privately duplicated software on their work computers. The customer suspects that employees do not understand the

importance of using legal software. You need to advise managers how to inform employees about the legal aspects of misusing software. Which statement or statements should you use?

(Choose all that apply.)

- A. Although software copyright infringement is illegal, offenders are rarely prosecuted.
- B. When software is purchased, the buyer acquires the property of the software.
- C. Managers and employees are legally responsible for the use of software in their companies.
- D. In most countries, software is protected by intellectual property law and by copyright law.

Correct Answer: AB

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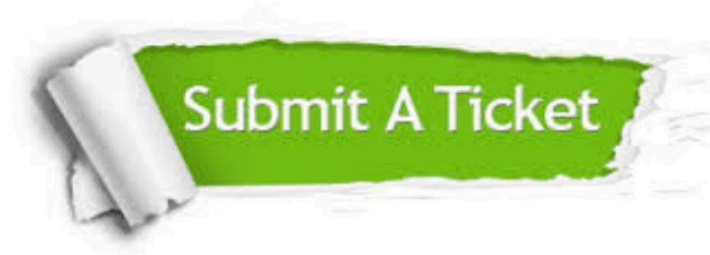
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