



# 70-123<sup>Q&As</sup>

Planning, Implementing and Maintaining a Software Asset Management (SAM) Program





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### QUESTION 1

You are a Software Asset Management (SAM) consultant for Company.com. Your customer needs to ensure that all software licenses are appropriate and up to date. You need to prepare a budget justification for a comprehensive SAM program. You need to present the budget justification to senior managers for funding approval. Which primary statement or statements should you include in your budget justification? (Choose all that apply.)

- A. Software license compliance requires constant vigilance. Without proper processes and controls that are monitored and evaluated frequently, it is easy to slip out of compliance.
- B. A SAM program ensures that the company follows contractual obligations and the dictates of federal law and international treaties.
- C. SAM is critical to company's legal and financial obligations to its shareholders.
- D. A SAM program guarantees lower licensing costs in the future.

Correct Answer: ABC

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### QUESTION 2

You are a Software Asset Management (SAM) consultant for Company.com. The customer wants to conduct a scan by using a deployment tool that is not designed for software inventories. You need to explain to the customer why he should purchase a separate scan tool for SAM. Which two reasons should you use? (Each correct answer presents part of the solution. Choose two.)

- A. A specialized SAM scan tool enhances the functionality of the existing deployment tool.
- B. The deployment tool does not provide information on versions, patches, and service releases.
- C. A specialized SAM scan tool reduces the need for ongoing, labor-intensive reviews.
- D. The deployment tool reports only on software from its own publisher.

Correct Answer: AB

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### QUESTION 3

You are a Software Asset Management (SAM) consultant for Company.com. The customer decides to ignore installed software and licenses that are not on the list of approved software. You need to create a license inventory. You need to

convince the customer that the company should not ignore installed software and licenses that are not on the list of approved software.

What should you do?

- A. Try to convince the customer that most often it is a bad idea to ignore licenses. If he does not change his mind, report the company to the Business Software Alliance (BSA).
- B. Try to convince the customer that most often it is a bad idea to ignore licenses. Enter all licenses even if they are not on this list.



C. Try to convince the customer that most often it is a bad idea to ignore licenses. If he does not change his mind, give him a risk-management justification that is based on the slim chance of discovery during an audit.

D. Try to convince the customer that most often it is a bad idea to ignore licenses. If he does not change his mind, report the company to the software publisher.

Correct Answer: B

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#### QUESTION 4

You are a Software Asset Management (SAM) consultant for a large enterprise. You discover several license overages and a 5 percent license shortage. The company currently does not purchase volume licenses. You need to recommend the most appropriate action for the customer.

Which action should you recommend?

A. Keep the status quo, because a 5 percent license gap is permitted.

B. Purchase Open License agreements, because the customer needs to close the compliance gap immediately, and a central purchase would take too long.

C. Purchase System Builder products for future needs, because this alternative is the best for budgeting purposes.

D. Centrally purchase Select License agreements from the parent company, if the parent company is affiliated and entitled.

Correct Answer: B

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#### QUESTION 5

You are a Software Asset Management (SAM) consultant for Company.com. The company purchases used software. The chief information officer (CIO) suspects that the company has purchased illegal software. You need to advise the CIO about how to identify illegal software. Which statement or statements should you use? (Choose all that apply.)

A. The sale of used software is always illegal.

B. The sale of copied software CD-ROMs is illegal.

C. The sale of single parts of bundled products, such as manuals, Certificates of Authenticity (COAs), End-User License Agreements (EULAs), or data, is illegal.

D. The sale of compilation CD-ROMs that contain software is legal.

E. Pirated software often looks similar to genuine software, and prices are suspiciously low.

Correct Answer: BCD

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