Exam 70-705: Designing and Providing Microsoft Licensing Solutions to Large Organizations – Skills Measured

Audience Profile

Candidates for this exam are sales professionals who sell licensing solutions to large organizations. Organizations in this category typically have 250 or more devices or users. Candidates should have at least six months of experience selling Microsoft licensing solutions as well as a basic understanding of all Microsoft corporate licensing solutions, including Enterprise Agreement, Enterprise Subscription Agreement, Cloud Solution Provider (CSP), MPSA, OEM, Open and Open Value.

Candidates should also have a basic understanding of the types of Microsoft products, such as operating systems, server applications, desktop applications, and Online Services, and their respective licensing models. Candidates are expected to validate their ability to define a solution that best suits the customer's needs.

Skills Measured

NOTE: The bullets that appear below each of the skills measured are intended to illustrate how we are assessing that skill. This list is not definitive or exhaustive.

NOTE: In most cases, exams do NOT cover preview features, and some features will only be added to an exam when they are GA (General Availability).

Recommend the appropriate technology solution (60-65%)

Evaluate the gap between the current and future technology solution

- identify the customer's short-term and long-term technology vision; identify a solution that would meet the customer requirements; choose between on-premises software, Online Services, or a combination of both.

Determine the required products and product licensing rights for the customer's on-premises solution

- identify product features and functions; list dependencies; recommend editions and versions; describe product licensing in both physical and virtual environments;

recommend activation solutions; describe how to acquire software; choose the appropriate products, including Windows Server 2016, System Center 2016, SQL Server 2016, Skype for Business Server 2015, Exchange Server 2016, SharePoint Server 2016, Dynamics 365 On-Premises Server, Windows 10, and Office 2016.

Determine the required products and product licensing rights for the customer's Online Services solution

- identify product features and functions; list dependencies; recommend plans; recommend Step-up, From SA, or Add-on User Software Licenses (SLs); advise on use of Office 365 portal; choose the appropriate products, including Office 365, Enterprise Mobility + Security, Microsoft 365, and Dynamics 365.

Determine the required products and product licensing rights for the customer's Azure solution

- identify consumption services and Azure Plans; recommend solutions using the Azure Hybrid Use Benefit or License Mobility through SA; recommend Azure Enterprise Portal and Azure Management Portal to manage resources, consumption and spend.

Recommend the Appropriate Software Assurance Benefits (10-15%)

Leverage Software Assurance (SA) benefits for customer solutions

- identify benefits such as License Mobility across server farms, unlimited virtualization rights, Virtual Desktop Access, and Step-up licenses.

Assist the customer with SA benefit activation

- activate and manage training vouchers, Home Use Program, Planning Services, and 24x7 Problem Resolution Support.

Recommend a licensing solution (20-25%)

Select the appropriate licensing programs

- determine the customer's software environment, including software deployment plans and strategy for on-premises, cloud or hybrid solutions, current Microsoft licensing agreements, geographic scope, budget requirements, payment options, expected growth, and purchasing process; recommend programs such as Enterprise Agreement, Enterprise Subscription Agreement, Cloud Solution Provider (CSP), MPSA, and crossover with Open and Open Value programs.

Identify product licensing rights

- choose between OEM and volume licensing; explain the benefits of volume licensing, including license reassignment, downgrade rights, and reimaging rights.