

# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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#### **QUESTION 1**

Which level of coverage does HP Fortify Runtime provide to an application?

- A. security application monitoring, logging, and protection without modification
- B. performance application monitoring, testing, and prevention with minimal modification
- C. security application monitoring through a shim technology to monitor the OSI stack of a server
- D. security application monitoring through a span port on a switching device of a server farm

Correct Answer: A

#### **QUESTION 2**

What are the main types of HP Fortify sales opportunities?

- A. transactional opportunities and tactical opportunities
- B. tactical opportunities and product-intensive opportunities
- C. transactional opportunities and strategic enterprise solution opportunities
- D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

#### **QUESTION 3**

Where does HP Fortify Software Security address security?

- A. in the testing phase
- B. in production
- C. in the coding phase
- D. across the application lifecycle

Correct Answer: A

#### **QUESTION 4**

A prospect calls and says, "I want to bring our dynamic testing in-house." What is the appropriate solution?

- A. Fortify Consultant license for SCA + WebInspect
- B. Static Code Analyzer (SCA)



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- C. Fortify On Demand (FoD)
- D. WebInspect

Correct Answer: C

### **QUESTION 5**

Which opportunity type often uses Customization Services to ensure success?

- A. Fortify on Demand
- B. Product-Intensive
- C. Strategic/Full Solution
- D. Tactical

Correct Answer: B

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