HP2-W103^{Q&As}

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QUESTION 1

Where should the bulk of the content appear in a proposal?

A. Scope

B. About

C. Proposal Overview

D. Problem Statement

Correct Answer: B

QUESTION 2

Fortify\\'s innovative Integrated Application Security Testing (IAST) is an integration with HP

WebInspect and which other product ?

A. HP Fortify WebInspect Real-Time (WIRT)

B. HPArcSightESM

C. HP Fortify SecurityScope
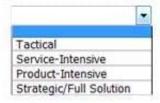
D. HP Fortify RunTime

Correct Answer: D

QUESTION 3

Match the opportunity types with the characteristics of customs.

use technology as a competitive advantage; mature development shops; largest strategic customers	▾
slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)	▾
decentralized, hard-to-mandate development teams; technology is core business; often early adopters	▾
testers or vulnerability list generators and small ISVs with no comprehensive SSA needs	▾

Hot Area:

use technology as a competitive advantage; mature development shops; largest strategic customers

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

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QUESTION 4

Which type of qualification questions uncover the status of the customer\\'s current software security ?

A. situation questions

B. implication questions

C. needs-payoff questions

D. problem questions

Correct Answer: D

QUESTION 5

What is the name of the platform HP developed to share threat intelligence securely, confidentially, and in real-time?

A. HP Threat Central

B. HP Threat Research Help Line

C. HP Enterprise Security 999

D. HP Security 365x24

Correct Answer: A

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