



HP2-W103^{Q&As}

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QUESTION 1

Match the opportunity types with the characteristics of customs.

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

Hot Area:

use technology as a competitive advantage; mature development shops; largest strategic customers	<input type="text"/> <input type="text"/> Tactical <input type="text"/> Service-Intensive <input type="text"/> Product-Intensive <input type="text"/> Strategic/Full Solution
slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)	<input type="text"/> <input type="text"/> Tactical <input type="text"/> Service-Intensive <input type="text"/> Product-Intensive <input type="text"/> Strategic/Full Solution
decentralized, hard-to-mandate development teams; technology is core business; often early adopters	<input type="text"/> <input type="text"/> Tactical <input type="text"/> Service-Intensive <input type="text"/> Product-Intensive <input type="text"/> Strategic/Full Solution
testers or vulnerability list generators and small ISVs with no comprehensive SSA needs	<input type="text"/> <input type="text"/> Tactical <input type="text"/> Service-Intensive <input type="text"/> Product-Intensive <input type="text"/> Strategic/Full Solution

Correct Answer:



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

▼
Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)

▼
Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

decentralized, hard-to-mandate development teams; technology is core business; often early adopters

▼
Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

testers or vulnerability list generators and small ISVs with no comprehensive SSA needs

▼
Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

QUESTION 2

Match each HP ESP with its primary function.

HP ArcSight

HP TippingPoint

HP Fortify

Hot Area:

Correct Answer:



HP ArcSight	<input type="text"/> Network Security Application Security Security Intelligence
HP TippingPoint	<input type="text"/> Network Security Application Security Security Intelligence
HP Fortify	<input type="text"/> Network Security Application Security Security Intelligence
HP ArcSight	<input type="text"/> Network Security Application Security Security Intelligence
HP TippingPoint	<input type="text"/> Network Security Application Security Security Intelligence
HP Fortify	<input type="text"/> Network Security Application Security Security Intelligence

QUESTION 3

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 4



Which statement represents the vision of HP Fortify Software Security?

- A. Assess > Fix > Protect
- B. Assess > Assure > Report
- C. Assess > Assure > Protect
- D. Assess > Fix > Report

Correct Answer: A

QUESTION 5

Match the opportunity types to the revenue profiles and deal sizes.

- High Services/High License Revenue \$200k-1M
- Low Services/High License Revenue \$200k-1M
- Low Services/Low License Revenue \$50-100k
- High Services/Low License Revenue \$200-500k

Hot Area:

High Services/High License Revenue \$200k-1M

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

Low Services/High License Revenue \$200k-1M

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

Low Services/Low License Revenue \$50-100k

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

High Services/Low License Revenue \$200-500k

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution



Correct Answer:



High Services/High License Revenue \$200k-1M

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

Low Services/High License Revenue \$200k-1M

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

Low Services/Low License Revenue \$50-100k

- Tactical
- Service-Intensive
- Product-Intensive
- Strategic/Full Solution

High Services/Low License Revenue \$200-500k

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