

# HP2-W104<sup>Q&As</sup>

Selling HP TippingPoint Security Solutions

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#### **QUESTION 1**

What does HP TippingPoint protect?

- A. Applications, software, and users
- B. Users, compliance, and hardware
- C. Applications, data, and users
- D. Applications, data, and printers

Correct Answer: A

#### **QUESTION 2**

What is an HP TippingPoint unique selling point?

- A. Very high Return on Investment (ROI)
- B. Very high Proof of Concept (PoC)
- C. Low Mean-time to Failure (MTTF)
- D. Low Total Cost of Ownership (TCO)

Correct Answer: A

#### **QUESTION 3**

Which statement is true about the HP TippingPoint Rep-DV service?

- A. It is a subscription-based service with a separate annual charge on top of the NGIPS or NGFW appliance price.
- B. It is a pay-per-use service with an additional charge on top of the IPS appliance price, based on number of uses.
- C. It is a subscription-based service and is included in the NGIPS or NGFW appliance price.
- D. It is a referral-based service and is included in the NGIPS or NGFW appliance price.

Correct Answer: A

#### **QUESTION 4**

What are the HP TippingPoint Recommended IPS Filter Settings?

- A. IPS filters that are set to Permit+Notify by default on the monthly Digital Vaccine (DV) updates
- B. Weekly Digital Vaccine (DV) updates



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- C. How we recommend installing the HP TippingPoint appliances
- D. Technical Assistance Center (TAC) recommended troubleshooting path

Correct Answer: B

#### **QUESTION 5**

What are the three core areas where HP TippingPoint delivers unique capabilities and business benefits?

- A. Cost reduction, regress mitigation, strategic advantage
- B. Cost reduction, risk mitigation, strategic advantage
- C. Cost increase, risk avoidance, strategic advantage
- D. Risk mitigation, cost neutralization, design advantage

Correct Answer: B

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