



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

Selling HP TippingPoint Security Solutions

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### QUESTION 1

What is the key message about HP Security Research (HPSR) efforts?

- A. SANS, CERT, NIST, OSVDB, software, and reputation vendors contribute information to the ThreatLinQ security portal.
- B. More than 2000 software vendors help HP-EPP collect application vulnerabilities from around the globe.
- C. There is a collaborative effort of HP teams: HP TippingPoint DV-Labs, HP Fortify Security Research Group (FSRG), HP ArcSight, 2DI, HP-Labs, etc.
- D. More than 2000 customers help HP-PSG collect network and security data from around the globe.

Correct Answer: C

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### QUESTION 2

Who are competitors for HP TippingPoint NGFW?

- A. F5 Networks, Gigamon, Huawei
- B. Symantec, McAfee, Kaspersky
- C. Palo Alto Networks, Check Point, Fortinet
- D. Bluecoat, IBM, McAfee

Correct Answer: C

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### QUESTION 3

How is the total price for an HP TippingPoint NGIPS calculated?

- A. Net price + support (% of net) = total
- B. Net price + support (% of average) = total
- C. Net price - support (% of average) = total
- D. Net price / support (% of list) = total

Correct Answer: B

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### QUESTION 4

What is the network uptime track record (High Availability) for HP TippingPoint's NGIPS appliances?

- A. 99.99%-four 9s



- B. 99 999% - five 9s
- C. 99.9999% -six 9s
- D. 99.99999% -seven 9s

Correct Answer: D

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#### QUESTION 5

What is an HP TippingPoint unique selling point?

- A. Market-leading Network Behavior and Anomaly Detection (NBAD)
- B. Market-leading security research and intelligence with DV-Labs. Fortify SRG, HP-Labs. HP Security Research
- C. Purpose-built software with very mature IDS Deep-Inspection Engine
- D. Market-leading Anti-Virus systems (AV)

Correct Answer: A

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