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QUESTION 1

What are cyber attacks targeting?

- A. intellectual property, customer data, and trade secrets
- B. open records and public information
- C. sample data sets and market trends
- D. uncontested property knowledge

Correct Answer: A

QUESTION 2

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

| | |
|--|----------------------|
| High Services/High License Revenue \$200k-1M | <input type="text"/> |
| Low Services/High License Revenue \$200k-1M | <input type="text"/> |
| Low Services/Low License Revenue \$50-100k | <input type="text"/> |
| High Services/Low License Revenue \$200-500k | <input type="text"/> |

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

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Correct Answer:



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

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- Tactical
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- Product-Intensive
- Strategic/Full Solution



QUESTION 3

What is HP Fortify Software Security Center?

- A. a flexible repository and reporting platform for security status, trending, and compliance
- B. an onsite-only collaboration solution for reducing overhead of development teams
- C. a native integration with ArcSight and TippingPoint for blocking and logging security activity events
- D. an application built on the HP Anywhere platform for monitoring user server activities across networks, domains, and regions

Correct Answer: A

QUESTION 4

Which Software Security Center pricing model has a minimum of 10 contributing developers?

- A. Lines of Code
- B. Build to Order
- C. Flexible Deployment
- D. Consultant

Correct Answer: A

QUESTION 5

Which challenges are enterprises and governments facing today?

- A. The Cloud will fix all security issues; the only thing that matters will be the time to migrate.
- B. Mobility is not user friendly in day-to-day life.
- C. There are too many security experts available on the market. Hiring the best is extremely difficult.
- D. the nature and motivation of attacks, transformation of enterprise IT and regulatory pressures

Correct Answer: D

QUESTION 6

Which stage in the buyer's journey indicates when a customer is responding to a breach Compliance requirement or whether they are being proactive in their security management practice ?

- A. Inflection



- B. Evaluation
- C. Recognition
- D. Categorization

Correct Answer: A

QUESTION 7

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

Correct Answer: C

QUESTION 8

A prospect calls and says; "We have a short-term, immediate need to address software application issues for a security audit." What is the appropriate solution?

- A. Fortify Consultant licenses for SCA + WebInspect
- B. WebInspect
- C. Static Code Analyzer (SCA)
- D. Fortify On Demand (FoD)

Correct Answer: C

QUESTION 9

What is a standard question to ask during the HP Fortify qualification process for new clients?

- A. Which programming languages do you use?
- B. Which intrusion detection system do you use?
- C. Which VOIP and PBX systems do you use?
- D. Which browser does your customer use?

Correct Answer: A



QUESTION 10

Which HP ESP pillar's solution detects and blocks attacks through the network?

- A. HP TippingPoint
- B. HP Fortify
- C. HP ArcSight
- D. HP Atalla

Correct Answer: B

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