

# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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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**

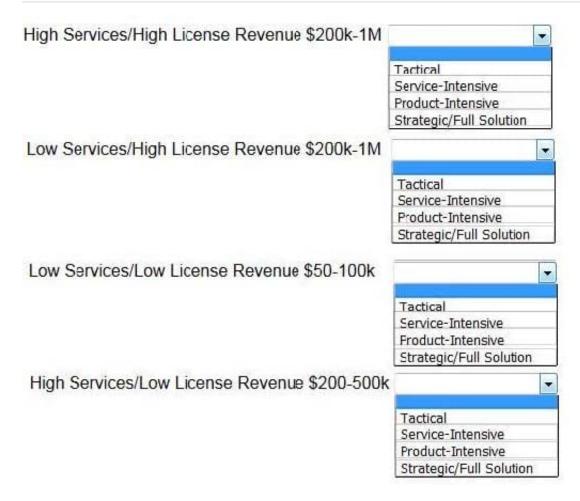
Match the opportunity types to the revenue profiles and deal sizes.

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

Hot Area:

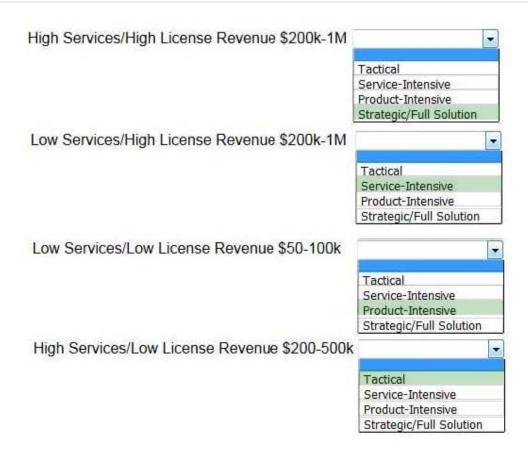
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Correct Answer:

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#### **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



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- 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. Weblnspect

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

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### **QUESTION 10**

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

A. HP TippingPoint

B. HP Fortify

C. HPArcSight

D. HP Atalla

Correct Answer: B

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