

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

Selling HP Fortify Security Solutions

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**QUESTION 1**

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

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**QUESTION 2**

Who are the most important cyber threat adversaries of modern time? (Select three.)

- A. cyber criminals
- B. spammers
- C. nation states
- D. script kiddies
- E. hacktivists
- F. competitors

Correct Answer: ACE

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**QUESTION 3**

Match the opportunity types with the characteristics of customs.

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

Hot Area:

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

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

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**QUESTION 4**

Which statement is true about the pricing/licensing models for HP Fortify?

- A. HP offers a flexible pricing model that is optimized for the customer based on their usage scenario.
- B. HP offers a standard pricing model that is the same for every organization regardless of the number of people that contribute.
- C. HP offers a simple licensing model that views phases as part of a whole, rather than having a complex model that focuses on separating the phases.
- D. HP will match any competitor's pricing model that an organization has been offered.

Correct Answer: A

**QUESTION 5**

How many customers use and trust HP Managed Security Services?

- A. less than 100
- B. between 100 and 159

- C. more than 900
- D. more than 10,000

Correct Answer: C

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## QUESTION 6

Which statement is true about whiteboard selling?

- A. It takes place right before drafting a proposal so the organization has a clear understanding of what they will be agreeing to.
- B. It is not as engaging as a formal presentation, but it takes less time to prepare and present.
- C. It should not be used too frequently because many organizations find it too informal.
- D. It takes place during the evaluation of options stage.

Correct Answer: D

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## QUESTION 7

Which HP Fortify solution identifies, crawls: and audits the Web-application attack surface?

- A. WebInspect
- B. Runtime
- C. Static Code Analyzer
- D. AppScan

Correct Answer: A

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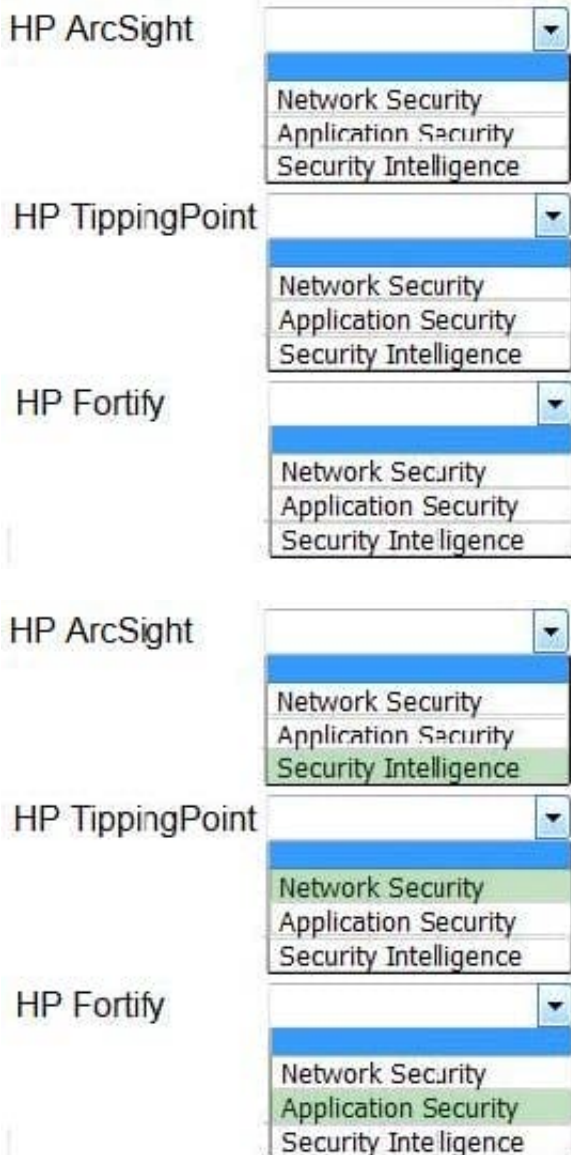
## QUESTION 8

Match each HP ESP with its primary function.

HP ArcSight	<input type="text"/>
HP TippingPoint	<input type="text"/>
HP Fortify	<input type="text"/>

Hot Area:

Correct Answer:



## QUESTION 9

What is the goal of HP Fortify's Software Security Suite?

- A. Find security vulnerabilities in any type of software, fix security flaws in source code before it ships, and protect applications against attacks in production.
- B. Find security vulnerabilities in any type of software, fix security flaws in source code before it ships, and prepare perimeter defense systems with an application context.
- C. Find security vulnerabilities in Web applications, upload findings to ArcSight EMS SIEM, and block the intruder at the gate.
- D. Detect security vulnerabilities during exploitation by using Runtime, upload findings to ArcSight EMS SIEM, and block the intruder at the gate.

Correct Answer: A

## QUESTION 10

Where does HP Fortify Software Security address security?

- A. in the testing phase
- B. in production
- C. in the coding phase
- D. across the application lifecycle

Correct Answer: A

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