

100% Money Back
Guarantee

Vendor:HP

Exam Code:HP2-W103

Exam Name:Selling HP Fortify Security Solutions

Version:Demo

QUESTION 1

What are the main types of HP Fortify sales opportunities?

- A. transactional opportunities and tactical opportunities
- B. tactical opportunities and product-intensive opportunities
- C. transactional opportunities and strategic enterprise solution opportunities
- D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

QUESTION 2

What is the meaning of IAST in the HP Fortify Software Security suite?

- A. Integrated Application Security Testing
- B. Intermittent Advanced Self-Testing
- C. Integrated Application Software Testing
- D. Interactive Application Security Testing

Correct Answer: A

QUESTION 3

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

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

High Services/Low License Revenue \$200-500k

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

Correct Answer:

High Services/High License Revenue \$200k-1M	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #0070C0; color: white; padding: 2px; text-align: right;">▼</div> <div style="background-color: #0070C0; height: 15px; margin-bottom: 2px;"></div> <div style="padding: 2px;">Tactical</div> <div style="padding: 2px;">Service-Intensive</div> <div style="padding: 2px;">Product-Intensive</div> <div style="padding: 2px; background-color: #92D050;">Strategic/Full Solution</div> </div>
Low Services/High License Revenue \$200k-1M	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #0070C0; color: white; padding: 2px; text-align: right;">▼</div> <div style="background-color: #0070C0; height: 15px; margin-bottom: 2px;"></div> <div style="padding: 2px;">Tactical</div> <div style="padding: 2px; background-color: #92D050;">Service-Intensive</div> <div style="padding: 2px;">Product-Intensive</div> <div style="padding: 2px;">Strategic/Full Solution</div> </div>
Low Services/Low License Revenue \$50-100k	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #0070C0; color: white; padding: 2px; text-align: right;">▼</div> <div style="background-color: #0070C0; height: 15px; margin-bottom: 2px;"></div> <div style="padding: 2px;">Tactical</div> <div style="padding: 2px;">Service-Intensive</div> <div style="padding: 2px; background-color: #92D050;">Product-Intensive</div> <div style="padding: 2px;">Strategic/Full Solution</div> </div>
High Services/Low License Revenue \$200-500k	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #0070C0; color: white; padding: 2px; text-align: right;">▼</div> <div style="background-color: #0070C0; height: 15px; margin-bottom: 2px;"></div> <div style="padding: 2px; background-color: #92D050;">Tactical</div> <div style="padding: 2px;">Service-Intensive</div> <div style="padding: 2px;">Product-Intensive</div> <div style="padding: 2px;">Strategic/Full Solution</div> </div>

QUESTION 4

What is the name of the platform HP developed to share threat intelligence securely, confidentially, and in real-time?

- A. HP Threat Central
- B. HP Threat Research Help Line
- C. HP Enterprise Security 999
- D. HP Security 365x24

Correct Answer: A

QUESTION 5

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

QUESTION 6

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 7

Which HP Fortify solution has a pricing model with basic standard, and premium options?

- A. Fortify On Demand Static
- B. Fortify On Demand Dynamic
- C. Build To Order
- D. Software Security Center

Correct Answer: B

QUESTION 8

Match the opportunity types with the characteristics of customs.

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

Hot Area:

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

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Service-Intensive
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Service-Intensive
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Correct Answer:

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QUESTION 9

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

QUESTION 10

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

QUESTION 11

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 12

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