

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

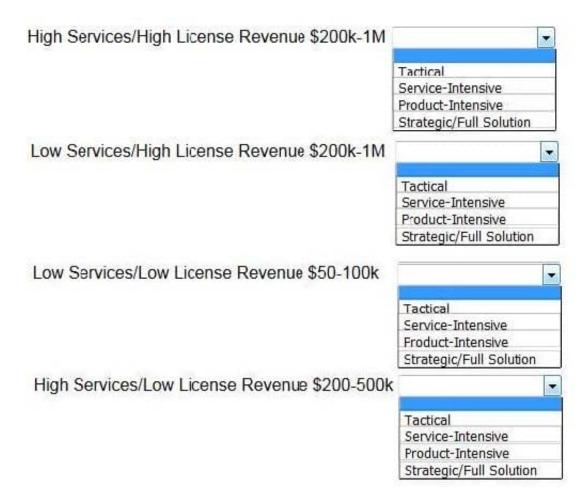
Correct Answer: A

QUESTION 3

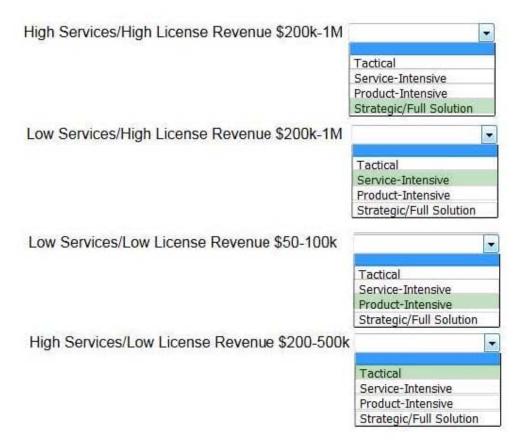
Match the opportunity types to the revenue profiles and deal sizes.

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

Hot Area:



Correct Answer:



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?

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	
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	

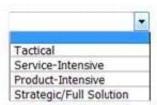
testers or vulnerability list generators and small ISVs with no comprehensive

Hot Area:

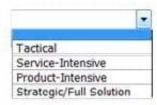
SSA needs

A. Fortify On Demand Static

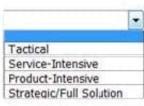
use technology as a competitive advantage; mature development shops; largest strategic customers



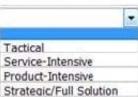
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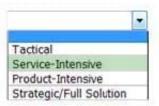


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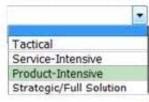


Correct Answer:

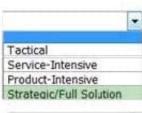
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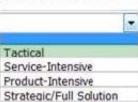
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QUESTION 9

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