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**Vendor:** HP

**Exam Code:** HP2-W103

**Exam Name:** Selling HP Fortify Security Solutions

**Version:** Demo

**QUESTION 1**

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

**QUESTION 2**

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 3**

Which statement represents the vision of HP Fortify Software Security?

- A. Assess > Fix > Protect
- B. Assess > Assure > Report
- C. Assess > Assure > Protect
- D. Assess > Fix > Report

**Correct Answer:** A

**QUESTION 4**

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 5**

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 6**

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 7**

In which phase of the SDLC are the largest percentage of security defects introduced?

- A. unit testing
- B. field testing
- C. post release
- D. coding

**Correct Answer:** A

**QUESTION 8**

Which statement is correct regarding HP Fortify's place in the market?

- A. Fortify secures 1,000 websites annually.
- B. Fortify has been providing solutions since 2010.
- C. Fortify has more than 1,000 enterprise customers.
- D. Fortify has the most trial downloads annually of any of the primary SAST providers

**Correct Answer:** C

**QUESTION 9**

Fortify's innovative Integrated Application Security Testing (IAST) is an integration with HP

WebInspect and which other product ?

- A. HP Fortify WebInspect Real-Time (WIRT)
- B. HP ArcSightESM
- C. HP Fortify SecurityScope
- D. HP Fortify RunTime

**Correct Answer:** D

**QUESTION 10**

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 11**

What are application security challenges? (Select two.)

- A. APT threats across the enterprise
- B. procuring secure software
- C. hackers are shifting their focus back to the network
- D. development push-back on security findings

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