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**Vendor:** HP

**Exam Code:** HP2-W104

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

**Version:** Demo

**QUESTION 1**

Which HP ESP solution improves developer productivity as it reduces the vulnerability profile of enterprise applications and systems?

- A. HP Fortify
- B. HP TippingPoint
- C. HP Atalla
- D. HP ArcSight

**Correct Answer:** A

**QUESTION 2**

Which cyber adversaries are the most efficient and effective in exploiting company assets?

- A. Security administrators
- B. Business partners
- C. Disgruntled customers
- D. Nation states, hacktivists, and cyber criminals

**Correct Answer:** D

**QUESTION 3**

Which high availability features does HP TippingPoint provide? (Select two.)

- A. Technical assistance center
- B. Digital Vaccine
- C. Layer-2-fallback
- D. Digital Vaccine updates
- E. Physical bypass with the optional zero-power-HA

**Correct Answer:** CE

**QUESTION 4**

What does reducing risk with proactive risk reduction mean?

- A. Deploying "best of breed" security technologies within corporate networks
- B. Having internal users' laptops running with anti-virus software and personal firewalls
- C. Developing security awareness programs and keeping up to date with security technologies
- D. Analyzing everything in Information Security and IT Operations, providing context, and acting appropriately

**Correct Answer:** A

**QUESTION 5**

What is HP TippingPoint's Web Application Digital Vaccine (WebApp-DV)?

- A. HP TippingPoint Web applications delivered through the Threat Management Center
- B. HP TippingPoint Web applications delivered through ThreatLinQ
- C. An advanced mobile application that scans to uncover source code vulnerabilities
- D. A program that scans individual Web applications to see where they need protection, and then builds targeted IPS filters to provide it

**Correct Answer:** D

**QUESTION 6**

What is an HP TippingPoint unique selling point?

- A. Very high Return on Investment (ROI)
- B. Very high Proof of Concept (PoC)
- C. Low Mean-time to Failure (MTTF)
- D. Low Total Cost of Ownership (TCO)

**Correct Answer:** A

#### **QUESTION 7**

How is the total price for an HP TippingPoint NGIPS calculated?

- A. Net price + support (% of net) = total
- B. Net price + support (% of average) = total
- C. Net price - support (% of average) = total
- D. Net price / support (% of list) = total

**Correct Answer:** B

#### **QUESTION 8**

Which driver leads organizations to choose security tools such as HP TippingPoint?

- A. Networks that are too large to manage
- B. Too much data to manage
- C. Security breaches
- D. Too many audit requests

**Correct Answer:** C

#### **QUESTION 9**

What is an HP TippingPoint unique selling point for its hardware appliances?

- A. Designed to be an inline and proactive Intrusion Prevention System
- B. Designed to decrypt TLS traffic with hardware acceleration
- C. Designed to be a passive Network Behavior Anomaly Detection engine
- D. Market-leading, hardware-based sandboxing technology

**Correct Answer:** A

#### **QUESTION 10**

What are the three core areas where HP TippingPoint delivers unique capabilities and business benefits?

- A. Cost reduction, regress mitigation, strategic advantage
- B. Cost reduction, risk mitigation, strategic advantage
- C. Cost increase, risk avoidance, strategic advantage
- D. Risk mitigation, cost neutralization, design advantage

**Correct Answer:** B

#### **QUESTION 11**

What is the network uptime track record (High Availability) for HP TippingPoint's NGIPS appliances?

- A. 99.99%-four 9s
- B. 99.999% - five 9s
- C. 99.9999% -six 9s
- D. 99.99999% -seven 9s

**Correct Answer:** D

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