Vendor:HP

Exam Code:HP2-W103

Exam Name: Selling HP Fortify Security Solutions

Version: Demo

QUESTION 1

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 2

A prospect calls and says; "I want to bring our dynamic testing in-house." What is the appropriate solution?

A. Fortify Consultant license for SCA + WebInspect

B. Static Code Analyzer (SCA)

C. Fortify On Demand (FoD)

D. WebInspect

Correct Answer: C

QUESTION 3

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 4

Which defect management system is among the default integrations with HP Fortify solutions?

A. BugTracker.NET

B. GitHub

C. SourceForge

D. HPALM

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

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

QUESTION 7

A prospect calls and says that their team is small and overworked. What is the appropriate solution?

A. Fortify On Demand

B. Fortify Consultant license for SCA + WebInspect

C. WebInspect

D. Static Code Analyzer (SCA)

Correct Answer: A

QUESTION 8

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. HPArcSightESM

C. HP Fortify SecurityScope

D. HP Fortify RunTime

Correct Answer: D

QUESTION 9

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 10

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.

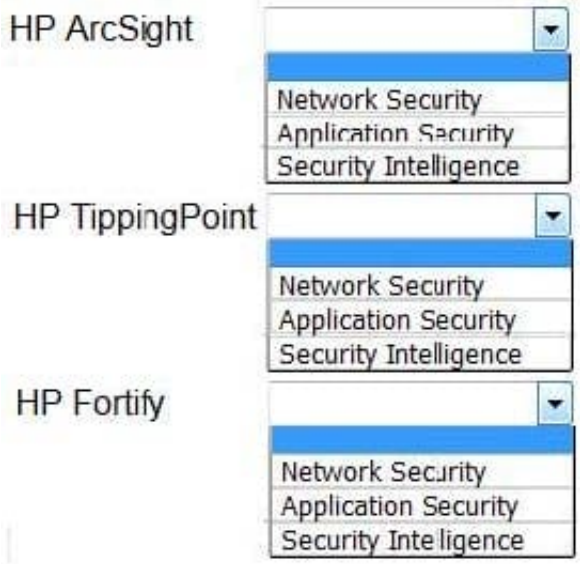
Correct Answer: D

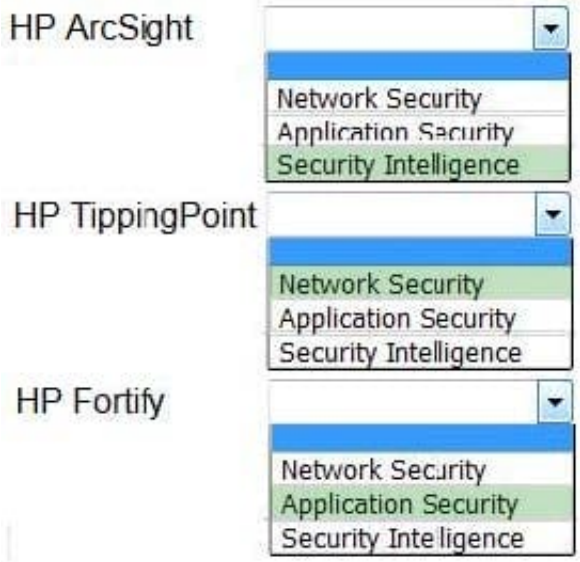
QUESTION 11

Match each HP ESP with its primary function.

Hot Area:

Correct Answer:





QUESTION 12

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