Vendor: HP

Exam Code: HP2-W103

Exam Name: Selling HP Fortify Security Solutions

Version: DEMO

QUESTION 1
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

Answer: C
Explanation:
http://www8.hp.com/us/en/software-solutions/application-security-testing/

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QUESTION 3
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

Answer: A

QUESTION 4
Which opportunity type often uses Customization Services to ensure success?

A. Fortify on Demand
B. Product-Intensive
C. Strategic/Full Solution
D. Tactical

Answer: B

QUESTION 5
What is the name given to modern cyber attacks that organizations face and fear the most?

A. APT or Advanced Persistent Threats
B. TPA or Total Penetrating Attacks
C. ATP or Attack Targeting Protocol
D. PTA or Parallel Threshold Attacks

Answer: A

QUESTION 6
Where should the bulk of the content appear in a proposal?

A. Scope
B. About
C. Proposal Overview
D. Problem Statement

Answer: B

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