

# HP2-W104<sup>Q&As</sup>

Selling HP TippingPoint Security Solutions

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#### QUESTION 1

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

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#### QUESTION 2

What does HP TippingPoint protect?

- A. Applications, software, and users
- B. Users, compliance, and hardware
- C. Applications, data, and users
- D. Applications, data, and printers

Correct Answer: A

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#### QUESTION 3

Which statement is true about the HP TippingPoint NGFW?

- A. It combines the market-leading HP TippingPoint NAC with enterprise Firewalling
- B. It combines the market-leading HP Networking IMC with granular QoS
- C. It combines the market-leading HP TippingPoint IMC with custom policies and user visibility and control.
- D. It combines the market-leading HP TippingPoint NGIPS with granular application and user- visibility and control.

Correct Answer: A

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#### QUESTION 4

What are the key properties of the HP TippingPoint security platforms NGIPS, NGFW and SMS?

- A. Effective, lightweight, simple
- B. Simple, effective, reliable

- C. Flexible, effective, reliable
- D. Simple, flexible, hardened

Correct Answer: B

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#### QUESTION 5

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

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#### QUESTION 6

What is the key message about HP Security Research (HPSR) efforts?

- A. SANS, CERT. NIST. OSVDB, software, and reputation vendors contribute information to the ThreatLinQ security portal.
- B. More than 2000 software vendors help HP-EPP collect application vulnerabilities from around the globe.
- C. There is a collaborative effort of HP teams: HP TippingPoint DV-Labs. HP Fortify Security Research Group (FSRG). HP ArcSight, 2DI, HP-Labs.etc.
- D. More than 2000 customers help HP-PSG collect network and security data from around the globe.

Correct Answer: C

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#### QUESTION 7

What is the security approach that HP ESP adopted from Lockheed-Martin's Computer Emergency Response Team to disrupt the adversary?

- A. The Internal Emergency Response Team
- B. The Destructor
- C. The Kill Chain
- D. Detect it. Contain it. Stop it

Correct Answer: C

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#### QUESTION 8

Which HP ESP pillar's solution detects and blocks attacks through the networks?

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

Correct Answer: D

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#### QUESTION 9

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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#### QUESTION 10

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

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