



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/>

QUESTION 2

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

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- D. WebInspect

Answer: C

Explanation:

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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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