



HP2-W103^{Q&As}

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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

Correct Answer: C

QUESTION 2

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 3

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 4



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 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

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