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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

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 3

Which stage in the buyer\\'s journey indicates when a customer is responding to a breach Compliance requirement or whether they are being proactive in their security management practice ?

A. Inflection

B. Evaluation

C. Recognition

D. Categorization

Correct Answer: A

QUESTION 4

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
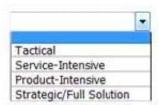
D. HP Fortify RunTime

Correct Answer: D

QUESTION 5

Match the opportunity types with the characteristics of customs.

Hot Area:

use technology as a competitive advantage; mature development shops; largest strategic customers

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)

Tactical
Service-Intensive
Product-Intensive
Strategic/Full Solution

decentralized, hard-to-mandate development teams; technology is core business; often early adopters

Tactical
Service-Intensive
Product-Intensive
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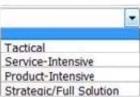testers or vulnerability list generators and small ISVs with no comprehensive SSA needs

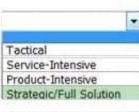| |
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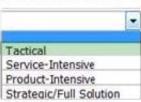| |
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