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QUESTION 1

A prospect calls and says; "We have a short-term, immediate need to address software application issues for a security audit." What is the appropriate solution?

A. Fortify Consultant licenses for SCA + WebInspect

B. WebInspect

C. Static Code Analyzer (SCA)

D. Fortify On Demand (FoD)

Correct Answer: C

QUESTION 2

Which type of qualification questions uncover the status of the customer\\'s current software security ?

A. situation questions

B. implication questions

C. needs-payoff questions

D. problem questions

Correct Answer: D

QUESTION 3

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

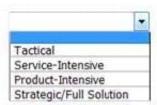Correct Answer: ACE

QUESTION 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.

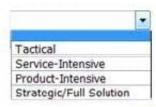| use technology as a competitive advantage; mature development shops; largest strategic customers | ▾ |
slow technology adopters; traditional large "Brick and Mortar" with small development-to-employee ratio, but for whom security is still vital (IP, brand protection)	▾
decentralized, hard-to-mandate development teams; technology is core business; often early adopters	▾
testers or vulnerability list generators and small ISVs with no comprehensive SSA needs	▾

Hot Area:

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

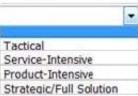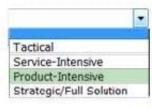| Tactical |
| --- |
| Service-Intensive |
| Product-Intensive |
| Strategic/Full Solution |

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Tactical
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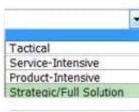| Tactical |
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Correct Answer:

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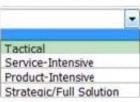| Tactical |
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