



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

Selling HP TippingPoint Security Solutions

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### QUESTION 1

Match each HP ESP with its primary function.

HP ArcSight	<input type="text"/>
HP Fortify	<input type="text"/>
HP TippingPoint	<input type="text"/>

Hot Area:

HP ArcSight	<div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>
HP Fortify	<div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>
HP TippingPoint	<div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>

Correct Answer:



HP ArcSight	<div><div>▼</div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>
HP Fortify	<div><div>▼</div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>
HP TippingPoint	<div><div>▼</div><div>Application Security</div><div>Security Intelligence</div><div>Network Security</div></div>



### QUESTION 2

What is a unique HP TippingPoint selling point?

- A. Purpose-built hardware with very mature IPS deep-inspection engine
- B. Purpose-built software with very mature IDS deep-inspection engine
- C. Market-leading Network Behavior and Anomaly Detection (NBAD)
- D. Market-leading anti-virus systems (AV)

Correct Answer: B

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### QUESTION 3

Which form factors are available for the HP TippingPoint Security Management System (SMS)? (Select two.)

- A. Microsoft Hyper-V virtual machine
- B. Oracle Virtual Box-based virtual appliance
- C. VMware vSphere (ESX(i) based) virtual appliance
- D. SaaS in the cloud
- E. Hardware appliance

Correct Answer: DE

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### QUESTION 4

How is the total price for an HP TippingPoint NGIPS calculated?

- A. Net price + support (% of net) = total
- B. Net price + support (% of average) = total
- C. Net price - support (% of average) = total
- D. Net price / support (% of list) = total

Correct Answer: B

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### QUESTION 5

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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