

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

Selling HP TippingPoint Security Solutions

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#### **QUESTION 1**

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

#### **QUESTION 2**

Which driver leads organizations to choose security tools such as HP TippingPoint?

- A. Networks that are too large to manage
- B. Too much data to manage
- C. Security breaches
- D. Too many audit requests

Correct Answer: C

#### **QUESTION 3**

What is the key message about HP Security Research (HPSR) efforts?

- A. SANS, CERT. NIST. OSVDB, software, and reputation vendors contribute information to the ThreatLinQ security portal.
- B. More than 2000 software vendors help HP-EPP collect application vulnerabilities from around the globe.
- C. There is a collaborative effort of HP teams: HP TippingPoint DV-Labs. HP Fortify Security Research Group (FSRG). HP ArcSight, 2DI, HP-Labs.etc.
- D. More than 2000 customers help HP-PSG collect network and security data from around the globe.

Correct Answer: C

#### **QUESTION 4**

What is the focus of HP TippingPoint\\'s security coverage?

A. Network Behavior and Anomaly Detection (NBAD)



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- B. The root cause of the security threat -- the actual software vulnerability
- C. Email attachments (to decide if the network flow is malicious)
- D. Heuristics and anomalies in the network flows

Correct Answer: B

#### **QUESTION 5**

In which core area does HP TippingPoint deliver business benefits?

- A. Automated real-time threat mitigation lowers per-incident costs.
- B. Higher throughput of data increases reduced time to deployment.
- C. Flexibility in deployment options increases network downtime.
- D. Core-to-edge deployment eliminates the need for administrator intervention.

Correct Answer: A

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