

# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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**QUESTION 1**

A prospect calls and says that their team is small and overworked. What is the appropriate solution?

- A. Fortify On Demand
- B. Fortify Consultant license for SCA + WebInspect
- C. WebInspect
- D. Static Code Analyzer (SCA)

Correct Answer: A

**QUESTION 2**

A prospect calls and says; "Developers are complaining that our security testing occurs too late in the SDLC, disrupting/delaying the releases." What is the appropriate solution?

- A. WebInspect
- B. Fortify Consultant license for SCA + WebInspect
- C. Fortify On Demand (FoD)
- D. Static Code Analyzer (SCA)

Correct Answer: D

**QUESTION 3**

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

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

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Correct Answer:

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

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**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**

How many customers use and trust HP Managed Security Services?

- A. less than 100
- B. between 100 and 159

C. more than 900

D. more than 10,000

Correct Answer: C

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