

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

Selling HP TippingPoint Security Solutions

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**QUESTION 1**

What is a major pain point that customers face in general when managing software vulnerabilities?

- A. The lack of manpower to administer open source software vulnerabilities
- B. The time lag between vulnerability full disclosure and responsible disclosure
- C. The time lag between vulnerability discovery and availability of vendor patches
- D. The rising cost of troubleshooting server vulnerabilities

Correct Answer: C

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**QUESTION 2**

What is an HP TippingPoint unique selling point?

- A. Market-leading Network Behavior and Anomaly Detection (NBAD)
- B. Market-leading security research and intelligence with DV-Labs. Fortify SRG, HP-Labs. HP Security Research
- C. Purpose-built software with very mature IDS Deep-Inspection Engine
- D. Market-leading Anti-Virus systems (AV)

Correct Answer: A

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**QUESTION 3**

What is a key feature of the HP TippingPoint NGIPS Platform?

- A. Automated, scalable threat protection, leading threat research
- B. Load balancing across a number of IPS devices to increase in-line throughput
- C. Host-based anti-virus protection
- D. Decrypting of web application traffic

Correct Answer: A

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**QUESTION 4**

What is the name of the platform HP developed to share threat intelligence securely, confidentially, and in real-time?

- A. HP Security 365x24
- B. HP Threat Research Help Line

C. HP Enterprise Security 999

D. HP Threat Central

Correct Answer: D

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**QUESTION 5**

What is an HP TippingPoint unique selling point?

A. Very high Return on Investment (ROI)

B. Very high Proof of Concept (PoC)

C. Low Mean-time to Failure (MTTF)

D. Low Total Cost of Ownership (TCO)

Correct Answer: A

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