

# 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**

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

#### **QUESTION 3**

What is the network uptime track record (High Availability) for HP TippingPoint\\'s NGIPS appliances?

- A. 99.99%-four 9s
- B. 99 999% five 9s
- C. 99.9999% -six 9s
- D. 99.99999% -seven 9s
- Correct Answer: D

#### **QUESTION 4**

What are the HP TippingPoint Recommended IPS Filter Settings?

- A. IPS filters that are set to Permit+Notify by default on the monthly Digital Vaccine (DV) updates
- B. Weekly Digital Vaccine (DV) updates



- C. How we recommend installing the HP TippingPoint appliances
- D. Technical Assistance Center (TAC) recommended troubleshooting path

Correct Answer: B

#### **QUESTION 5**

What are the three core areas where HP TippingPoint delivers unique capabilities and business benefits?

- A. Cost reduction, regress mitigation, strategic advantage
- B. Cost reduction, risk mitigation, strategic advantage
- C. Cost increase, risk avoidance, strategic advantage
- D. Risk mitigation, cost neutralization, design advantage
- Correct Answer: B

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