

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

Selling HP TippingPoint Security Solutions

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#### **QUESTION 1**

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

#### **QUESTION 2**

Who are competitors for HP TippingPoint NGFW?

- A. F5 Networks, Gigamon, Huawei
- B. Symantec, McAfee, Kaspersky
- C. Palo Alto Networks, Check Point, Fortinet
- D. Bluecoat, IBM, McAfee

Correct Answer: C

#### **QUESTION 3**

What is an HP TippingPoint unique selling point for its hardware appliances?

- A. Designed to be an inline and proactive Intrusion Prevention System
- B. Designed to decrypt TLS traffic with hardware acceleration
- C. Designed to be a passive Network Behavior Anomaly Detection engine
- D. Market-leading, hardware-based sandboxing technology

Correct Answer: A

#### **QUESTION 4**

A customer needs a management platform to manage all HP TippingPoint NGIPS and NGFW appliances across their network. Which HP TippingPoint product should you recommend?

A. Intelligent Management Center



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- B. Security Management System
- C. Remote Desktop Protocol
- D. Local Management Center

Correct Answer: B

#### **QUESTION 5**

What is a major network security pain point that enterprises face in general?

- A. The lack of manpower to administer IDS/IPS products that cause a lot of false-positives
- B. The time lag between vulnerability full disclosure and responsible disclosure
- C. The lack of manpower to track changes in source code
- D. The rising cost of troubleshooting client operating system issues

Correct Answer: B

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