# 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**

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

B. Security Management System

C. Remote Desktop Protocol

D. Local Management Center

Correct Answer: B

**QUESTION 3**

What is a unique HP TippingPoint selling point?

A. Market-leading anti-virus research and protection

B. The recommended settings (suggestions about how to sell) that have been maintained since

C. Market-leading Network Behavior and Anomaly Detection (NBAD)

D. The recommended settings (IPS filters that block out-of-the-box) that have been maintained since 2001

Correct Answer: C

**QUESTION 4**

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

A. 99.99%-four 9s

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B. 99 999% - five 9s

C. 99.9999% -six 9s

D. 99.99999% -seven 9s

Correct Answer: D

**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

**QUESTION 6**

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

**QUESTION 7**

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 8**

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

**QUESTION 9**

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 10**

What is HP TippingPoint?

A. A solution that specifies the root cause of software vulnerabilities so that you can effectively understand and manage your risk

B. A solution that can procure, fix, and deploy secure applications that are already hardened against attacks

C. A solution that delivers automated network security against known and unknown cyber threats

D. A solution built for in-line performance with forwarding tables

Correct Answer: C

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