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QUESTION 1

What are the main types of HP Fortify sales opportunities?

- A. transactional opportunities and tactical opportunities
- B. tactical opportunities and product-intensive opportunities
- C. transactional opportunities and strategic enterprise solution opportunities
- D. strategic enterprise solution opportunities and service-intensive opportunities

Correct Answer: C

QUESTION 2

Which opportunity type often uses Customization Services to ensure success?

- A. Fortify on Demand
- B. Product-Intensive
- C. Strategic/Full Solution
- D. Tactical

Correct Answer: B

QUESTION 3

Which stage in the buyer's journey indicates when a customer is responding to a breach Compliance requirement or whether they are being proactive in their security management practice ?

- A. Inflection
- B. Evaluation
- C. Recognition
- D. Categorization

Correct Answer: A

QUESTION 4

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

QUESTION 5

Who are the most important cyber threat adversaries of modern time? (Select three.)

- A. cyber criminals
- B. spammers
- C. nation states
- D. script kiddies
- E. hacktivists
- F. competitors

Correct Answer: ACE

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