# HP2-W103<sup>Q&As</sup>

Selling HP Fortify Security Solutions

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#### **QUESTION 1**

Which statement is true about the pricing/licensing models for HP Fortify?

- A. HP offers a flexible pricing model that is optimized for the customer based on their usage scenario.
- B. HP offers a standard pricing model that is the same for every organization regardless of the number of people that contribute.
- C. HP offers a simple licensing model that views phases as part of a whole, rather than having a complex model that focuses on separating the phases.
- D. HP will match any competitor\\'s pricing model that an organization has been offered.

Correct Answer: A

#### **QUESTION 2**

Which challenges are enterprises and governments facing today?

- A. The Cloud will fix all security issues; the only thing that matters will be the time to migrate.
- B. Mobility is not user friendly in day-to-day life.
- C. There are too many security experts available on the market. Hiring the best is extremely difficult.
- D. the nature and motivation of attacks, transformation of enterprise IT and regulatory pressures

Correct Answer: D

#### **QUESTION 3**

Which type of qualification questions uncover the status of the customer\\'s current software security?

- A. situation questions
- B. implication questions
- C. needs-payoff questions
- D. problem questions

Correct Answer: D

#### **QUESTION 4**

What is the meaning of IAST in the HP Fortify Software Security suite?

A. Integrated Application Security Testing



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- B. Intermittent Advanced Self-Testing
- C. Integrated Application Software Testing
- D. Interactive Application Security Testing

Correct Answer: A

#### **QUESTION 5**

A prospect calls and says; "We have a short-term, immediate need to address software application issues for a security audit." What is the appropriate solution?

- A. Fortify Consultant licenses for SCA + WebInspect
- B. WebInspect
- C. Static Code Analyzer (SCA)
- D. Fortify On Demand (FoD)

Correct Answer: C

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