



HP2-W104^{Q&As}

Selling HP TippingPoint Security Solutions

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QUESTION 1

What is a benefit of a holistic approach to security?

- A. Use only one solution product to manage security.
- B. Get the budget for Data Center protection.
- C. Proactive risk reduction to see everything, provide the context and act appropriately.
- D. Every team member has the same role and can be replaced at any time.

Correct Answer: C

QUESTION 2

What is a unique HP TippingPoint selling point?

- A. A fast return on investment (ROI)
- B. A high total cost of ownership (TCO)
- C. A high proof of concept (PoC)
- D. A high return on investment (ROI)

Correct Answer: A

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 is a unique HP TippingPoint selling point?

- A. Purpose-built hardware with very mature IPS deep-inspection engine
- B. Purpose-built software with very mature IDS deep-inspection engine



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

D. Market-leading anti-virus systems (AV)

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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