



HP2-W104^{Q&As}

Selling HP TippingPoint Security Solutions

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QUESTION 1

Which statement is true about the HP TippingPoint Rep-DV service?

- A. It is a subscription-based service with a separate annual charge on top of the NGIPS or NGFW appliance price.
- B. It is a pay-per-use service with an additional charge on top of the IPS appliance price, based on number of uses.
- C. It is a subscription-based service and is included in the NGIPS or NGFW appliance price.
- D. It is a referral-based service and is included in the NGIPS or NGFW appliance price.

Correct Answer: A

QUESTION 2

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 3

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

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 does reducing risk with proactive risk reduction mean?

- A. Deploying "best of breed" security technologies within corporate networks
- B. Having internal users\' laptops running with anti-virus software and personal firewalls
- C. Developing security awareness programs and keeping up to date with security technologies
- D. Analyzing everything in Information Security and IT Operations, providing context, and acting appropriately

Correct Answer: A

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