

# 100% Money Back Guarantee

**Vendor:** HP

**Exam Code:** HP2-W102

**Exam Name:** Selling HP ArcSight Security Solutions

**Version:** Demo

### QUESTION 1

When selling HP Arc Sight, what is a good profile of prospects to look for?

- A. needs a Single Sign-on corporate solution
- B. an organization that needs outsourcing applications
- C. has a high threat profile and low tolerance for breaches
- D. needs network-perimeter data packets' inspection

**Correct Answer: C**

**Explanation**

**Explanation/Reference:**

### QUESTION 2

Where are HP Arc Sight products ranked in the SIEM Gartner Magic Quadrant?

- A. HP Arc Sight has been in the Challengers Quadrant for 10 years in a row.
- B. HP Arc Sight appears for the first time in the SIEM MQ in 2012.
- C. HP Arc Sight was upgraded from Challengers to Leaders in 2012. 9
- D. HP Arc Sight has been in the Leaders Quadrant since 2005.

**Correct Answer: D**

**Explanation**

**Explanation/Reference:**

Reference: <http://h30499.www3.hp.com/t5/HP-Security-Products-Blog/Gartner-report-2013-quot-ArcSight-should-be-on-the-list-of-every/ba-p/5942881>

### QUESTION 3

Which HP ESP pillar's solution detects and blocks attacks through the network"?

- A. HP Arc Sight
- B. HP Atalla
- C. HP Fortify
- D. HP Tipping Point

**Correct Answer: C**

**Explanation**

**Explanation/Reference:**

Reference: <http://www.hpenterprisesecurity.com/collateral/datasheet/hpes-fortify-runtime-datasheet.pdf> (page 2. Fortify runtime features)

### QUESTION 4

What is an HP Arc Sight differentiator?

- A. It is the only SIEM solution available as a blade server form factor.
- B. It has the ability to assess application code.
- C. It has the ability to capture 100% of the data with audit quality.
- D. It has more than 1,000 default reports out-of-the-box.

**Correct Answer: C**

**Explanation**

**Explanation/Reference:**

### QUESTION 5

What main functionality does HP Arc Sight ESM provide to organizations?

- A. a workstation-based interface intended for use by security staff in a Security Operations Center
- B. the core SIEM component that provides analysis, correlation, visualization, reporting, workflow, and response
- C. a streamlined interface for customers of Managed Service Security Providers (MSSPs)
- D. a way to collect all the events generated by devices on your network for later analysis and reference

**Correct Answer:** A

**Explanation**

**Explanation/Reference:**

### QUESTION 6

What are the features that allow you to use Arc Sight Logger throughout your network?

- A. Logger has pre-packaged content with forensics on-the-fly capability.
- B. Logger allows you to deploy a single solution to manage all log data across your enterprise.
- C. Logger uses a pattern matching and anomaly detection system to find very subtle and sophisticated threats.
- D. Logger has two deployment options with a detached database.

**Correct Answer:** A

**Explanation**

**Explanation/Reference:**

Reference: <https://www.scribd.com/doc/231540875/Arcsight-Complete-Overview>

### QUESTION 7

Which statement explains an important change from Oracle-based ESM to CORR-E based ESM pricing?

- A. ESM CORR-E pricing is based on the number of users.
- B. ESM CORR-E supports other database vendors through an open API,
- C. ESM CORR-E was the first release to introduce a bundle including the Logger.
- D. ESM CORR-E introduced data volume based bundles.

**Correct Answer:** A

**Explanation**

**Explanation/Reference:**

### QUESTION 8

As a Universal Log Management Solution, what does HP Arc Sight Logger help do?

- A. manage an increasing number of applications to be deployed
- B. manage an increasing volume of log data from an increasing number of sources
- C. manage an increasing number of user accounts to be administered
- D. manage an increasing number of security devices that must be configured

**Correct Answer:** B

**Explanation**

**Explanation/Reference:**

Reference: [http://www.orasi.com/documents/ArcSight\\_Logger\\_Datasheet.pdf](http://www.orasi.com/documents/ArcSight_Logger_Datasheet.pdf)

**QUESTION 9**

What is a benefit of a holistic approach to security?

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

**Correct Answer: C**

**Explanation**

**Explanation/Reference:**

**QUESTION 10**

What is a good response to a customer objection such as "Compliance reporting needs to be tailored for my organization"?

- A. HP Arc Sight Application View will meet every regulation in every market.
- B. With HP Professional Services, we can help to build and tailor content for your organization.
- C. HP Arc Sight Compliance is a pre-installed option you activate that will match your needs instantly.
- D. HP has multiple offerings that can be adapted to your organization's needs for compliance reporting

**Correct Answer: B**

**Explanation**

**Explanation/Reference:**

**QUESTION 11**

What are the keys aspects of the HP Arc Sight Logger Universal Log Management solution?

- A. It can Collect Everything Analyze Anything, and can be Used Anywhere.
- B. It triggers correlation rules when one or more events match
- C. It can Collect Everything Analyze Anything, and Correlate Anytime.
- D. It is a connector collecting event data only.

**Correct Answer: A**

**Explanation**

**Explanation/Reference:**

Reference: <http://www.arcsight.net/products/products-logger/>

**QUESTION 12**

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: C**

**Explanation**

**Explanation/Reference:**

**QUESTION 13**

What is the benefit to a banking customer of using HP Arc Sight?

- A. Compliance
- B. malware sandboxing
- C. Governance
- D. change management

**Correct Answer: A**

**Explanation**

**Explanation/Reference:**

#### **QUESTION 14**

What are the three key drivers when selling HP Arc Sight solutions?

- A. high availability, combating USB sticks, and attack blocking
- B. Compliance, Governance, and interoperability with partners
- C. IT Operations, Patch Management, and Compliance
- D. IT Security, Compliance, and IT Operations

**Correct Answer: D**

**Explanation**

**Explanation/Reference:**

#### **QUESTION 15**

What is a common issue that customers have when speaking about event logs'?

- A. Most of the application servers will not generate event logs.
- B. The customers do not need to perform log analysis.
- C. Storage for event data requires half the Data Center space.
- D. Millions of events are generated every day, but there is no central point of collection and analysis.

**Correct Answer: D**

**Explanation**

**Explanation/Reference:**

#### **QUESTION 16**

What is a good response to a customer objection such as "Logger can't capture all the data"?

- A. We are working on this issue and will expand the supported products list.
- B. Logger is a broad log-management solution and can capture any structured or unstructured data from more than 350 different products, and can do searches and simple reports on any data
- C. Logger is a broad log-management solution and can capture any structured or unstructured data from more than 500 different products, and can do searches and simple reports on any data
- D. Logger can capture all the data.

**Correct Answer: C**

**Explanation**

**Explanation/Reference:**

#### **QUESTION 17**

What is a qualifying question for HP Arc Sight Logger?

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