# urexam



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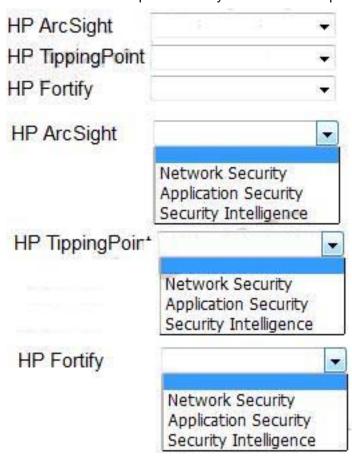
**Title**: Selling HP ArcSight Security

**Solutions** 

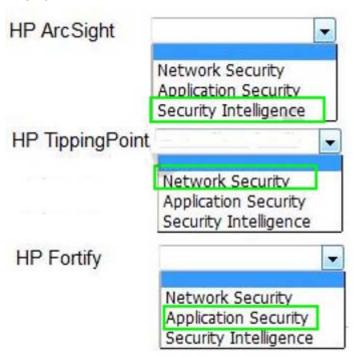
Version: DEMO

# 1. HOTSPOT

Match each HP Enterprise Security Product With its primary function.



# Answer:



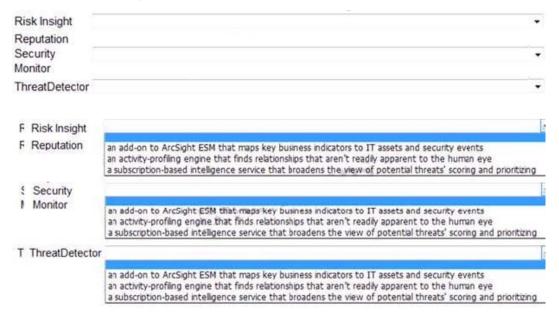
2. When selling HP Arc Sight, what is a good profile of prospects to look for?

- 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

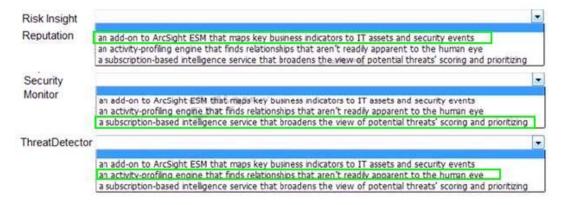
Answer: C

### 3. HOTSPOT

Match the HP Arc Sight SIEM options with the features they provide.



### Answer:



- 4. 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.

Answer: D

**Explanation:**http://h30499.www3.hp.com/t5/HP-Security-Products-Blog/Gartner-report-2013-quotArcSig ht-should-be-on-the-list-of-every/ba-p/5942881

5. 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

Answer: C

**Explanation:**http://www.hpenterprisesecurity.com/collateral/datasheet/hpes-fortify-runtimedatasheet.pdf (page 2. Fortify runtime features)