



QUALYS SECURITY CONFERENCE 2020

The Evolution of the Qualys Platform

Unveiling Latest Updates and Next-Gen Initiatives

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T T R

Time To Remediate



True Measure of Effectiveness of Security Program

Digital Transformation is accelerating

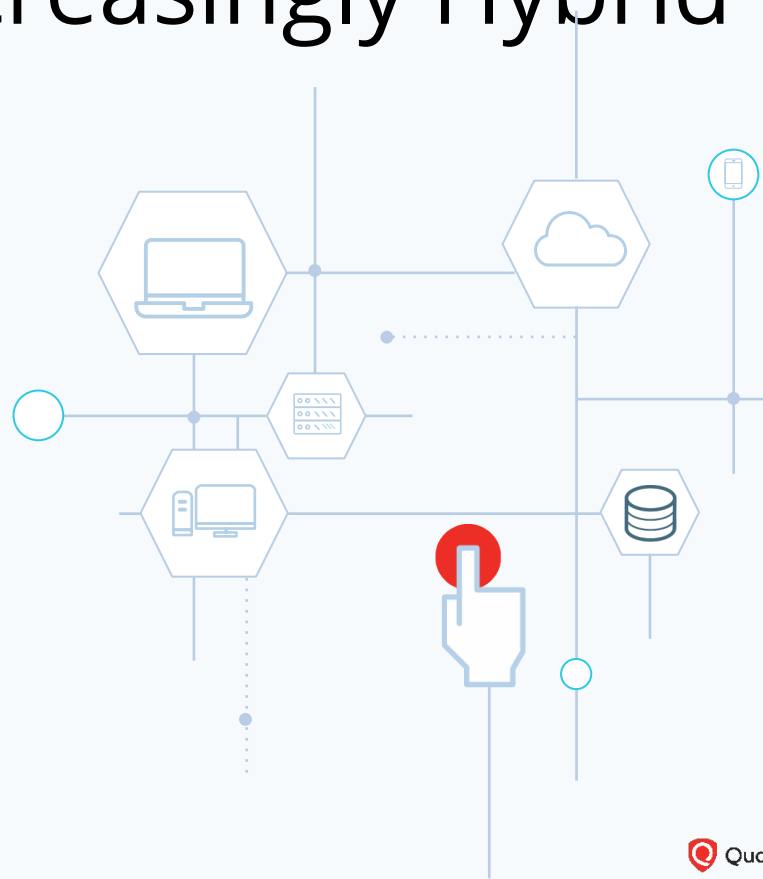


Rapid Adoption of New Processes and Technologies



Infrastructure is Increasingly Hybrid

Cloud, bare-metal,
Containers, Endpoints,
Mobility, OT, IoT, APIs,
etc.

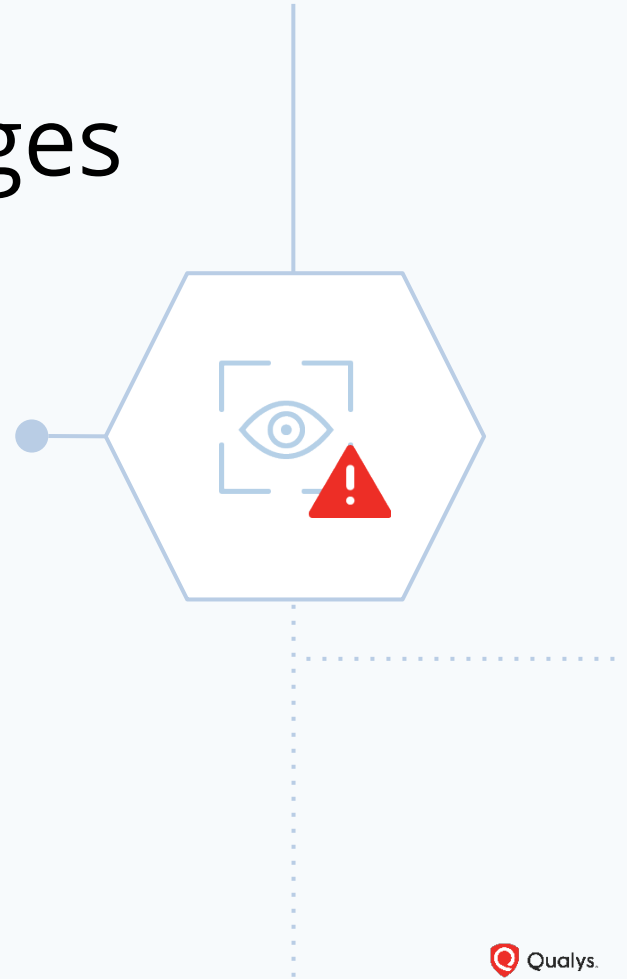


Security Challenges

Increasing surface area

Decreasing visibility

Increasing TTR



Silos!

People

Process

Tools

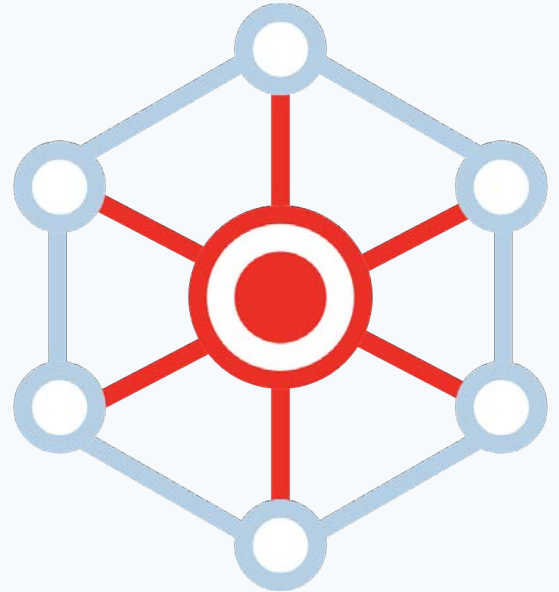
Reduce TTR

Real-time context with continuous data collection

Powerful analytics platform to correlate multiple datapoints and detect issues

Real-time response capabilities

Powerful decision engine to transparently orchestrate the response



Home Security Solutions

Nest Home Security Sensors
Nest Aware Subscription

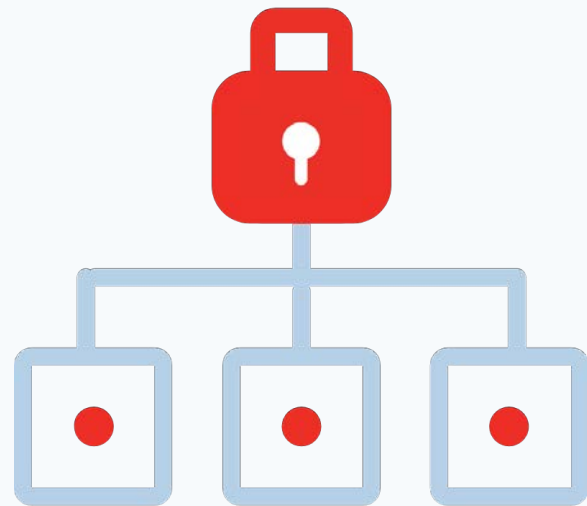


Enterprise Security Tools Today

Point solutions

Multiple agents

Multiple consoles

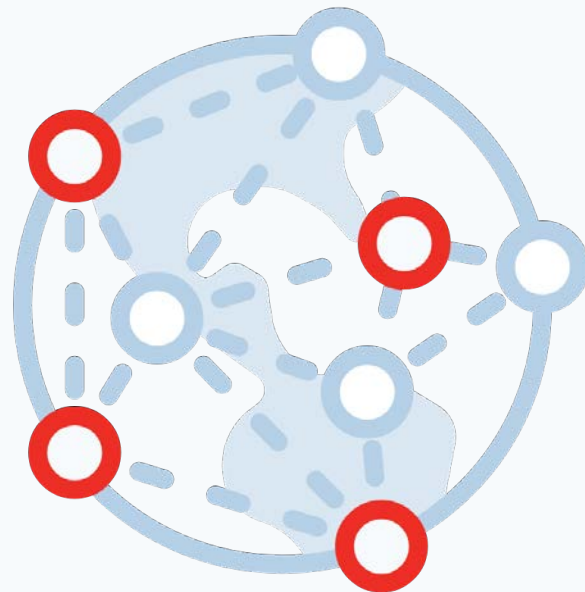


Integrations?

Integrate point solutions

But then too many point to
point integrations

Doesn't provide full context



The Rise of the SIEM

Tie together point solutions
But still point solutions!
+ UEBA + ML/AI

Detection? Sort of with low confidence

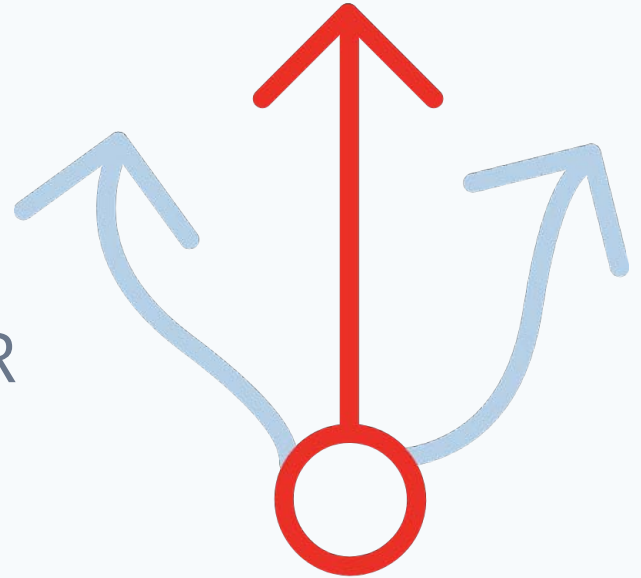


What About Response?

Additional point solutions to respond to

Well now we need new app - SOAR

Ties point solutions together – again!



Evolution of the Qualys Cloud Platform



Remember those 19+ Apps?

Evolution of the Qualys Cloud Platform

Unifying IT, Security & Compliance
Consolidating the Stack: reducing point solutions, their agents and consoles



Reduce TTR

0

Best TTR ever?

Cloud & Container Leading the Way

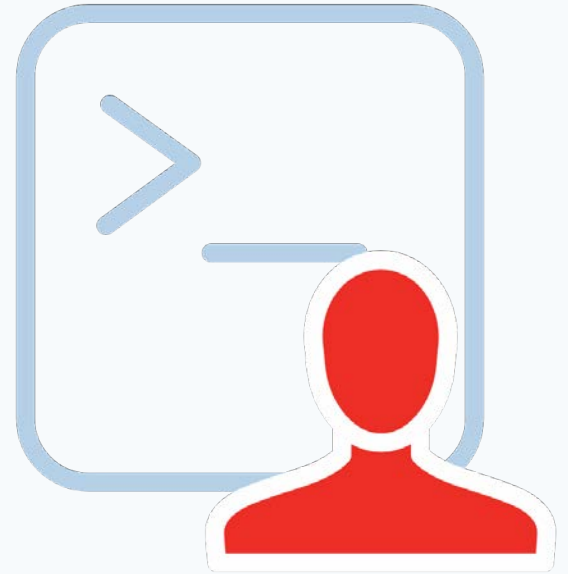
DevOps in CI/CD

Azure built-in security



Evolution of the Qualys Cloud Platform

Cloud-based platform build into
your DevOps



Qualys Next-Gen Initiatives



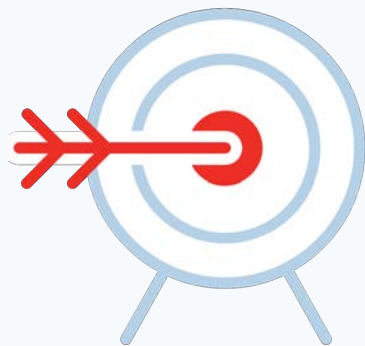
Next-Gen Initiatives 2020

Now introducing Qualys
Respond

Adding Security Analytics &
Orchestration



Comprehensive Response Capabilities



Covering servers, endpoints, mobile, network,
web applications, cloud & containers

Security Analytics, Correlation & Data Lake

Qualys built-in!

Plug-n-play analytics

Powerful cloud-based
correlation and analytics of
known & unknown threats

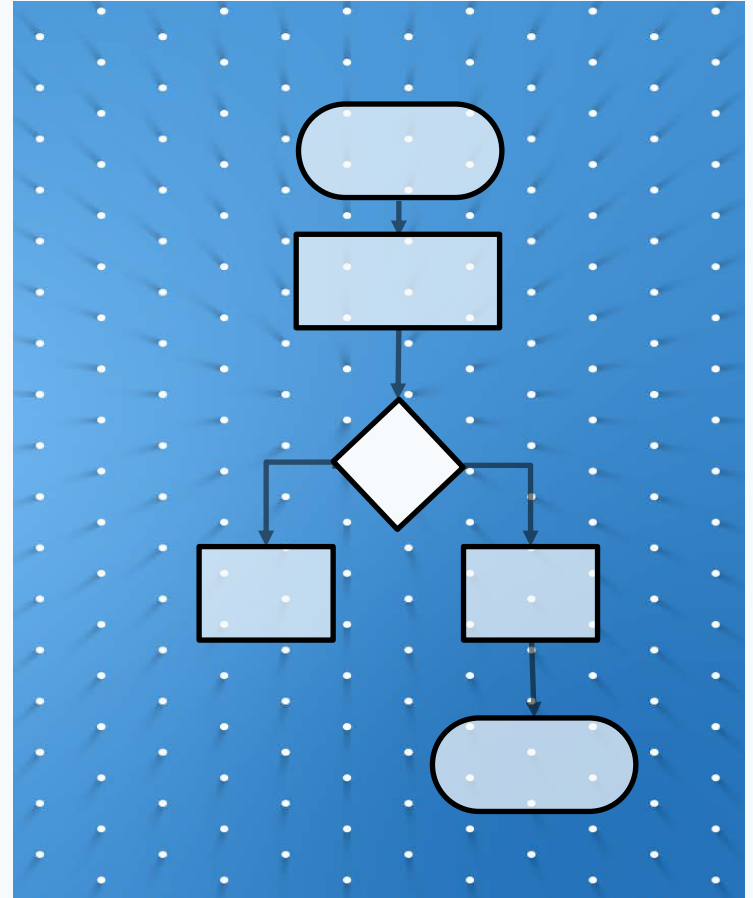


SOAR

Qualys built-in!

Granular flexible playbooks

Quickly respond with complex actions



Advanced Correlation & Analytics

ML/AI Service

Patterns | Outlier | Predictive SoC

Orchestration & Automation

Integration | Playbooks | Response

UEBA

User & Entity Behavior Analytics

Threat Hunting

Search | Exploration | Behavior Graph

Security Analytics

Anomaly | Visualization | Dashboard

Advanced Correlation

Actionable Insights | Out-of-box Rules

Qualys Security Data Lake Platform

Data Ingestion | Normalization | Enrichment | Governance



Network



Security



Server



End Point

CA

VM

AI

PC

IOC

WAS

WAF

Qualys Apps



Apps



Cloud



Users



IoT

Qualys Quick Connectors

Evolving Qualys Cloud Platform to the Next Level



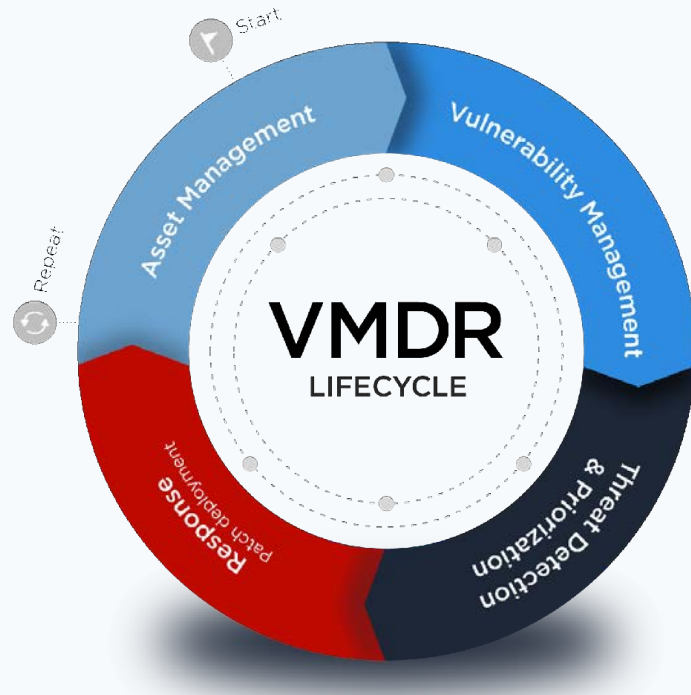
Single platform for detection & response with
built-in orchestration

Introducing  Qualys.

VMDR[®]

Vulnerability Management, Detection & Response

One solution to discover, assess, prioritize and patch critical vulnerabilities



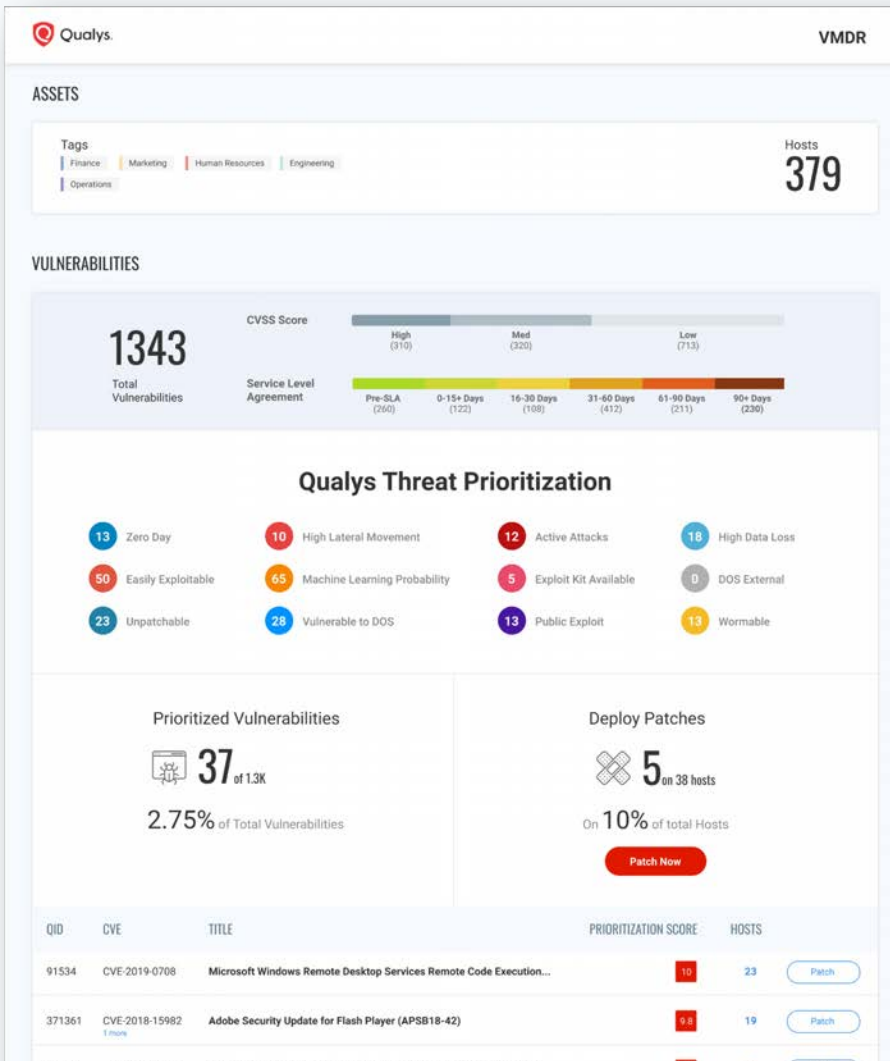
VMDR with Built-in Orchestration

New prioritization engine

Combining real-time threat intelligence, asset context and machine learning

Accurately pinpoint patches for most lethal vulnerabilities instantly

End-to-end workflows & real-time, interactive dashboards

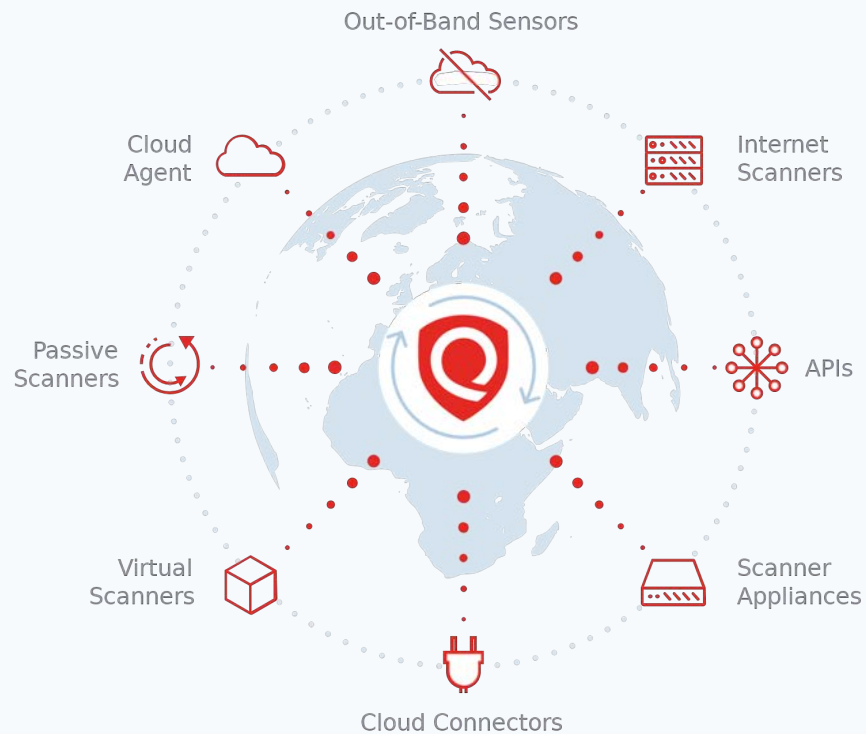


Qualys VMDR

Fastest platform to go from discovering new assets to patching its most critical vulnerabilities with contextual prioritization

PERIOD!

Cloud Platform Architecture



Qualys Sensor Platform

Scalable, self-updating & centrally managed



Physical

Legacy data centers

Corporate infrastructure

Continuous security and compliance scanning



Virtual

Private cloud infrastructure

Virtualized Infrastructure

Continuous security and compliance scanning



Cloud/Container

Commercial IaaS & PaaS clouds

Pre-certified in market place

Fully automated with API orchestration

Continuous security and compliance scanning



Cloud Agents

Light weight, multi-platform

On premise, elastic cloud & endpoints

Real-time data collection

Continuous evaluation on platform for security and compliance



Passive

Passively sniff on network

Real-time device discovery & identification

Identification of APT network traffic

Extract malware files from network for analysis



API

Integration with Threat Intel feeds

CMDDB Integration

Log connectors

Qualys Cloud Platform

19+ products providing comprehensive suite of security solutions

12,200+ customers

8 shared cloud platforms across North America, Europe & Asia

85+ private clouds platforms deployed globally... on-prem, AWS, Azure, GCP

19+ PB storage and 27000 cores



Qualys Cloud Platform

3+ billion IP scans/Audits per year

50,000+ Scanner Appliances

28 million Cloud Agents

2+ trillion security events annually

5+ billion messages daily across Kafka clusters

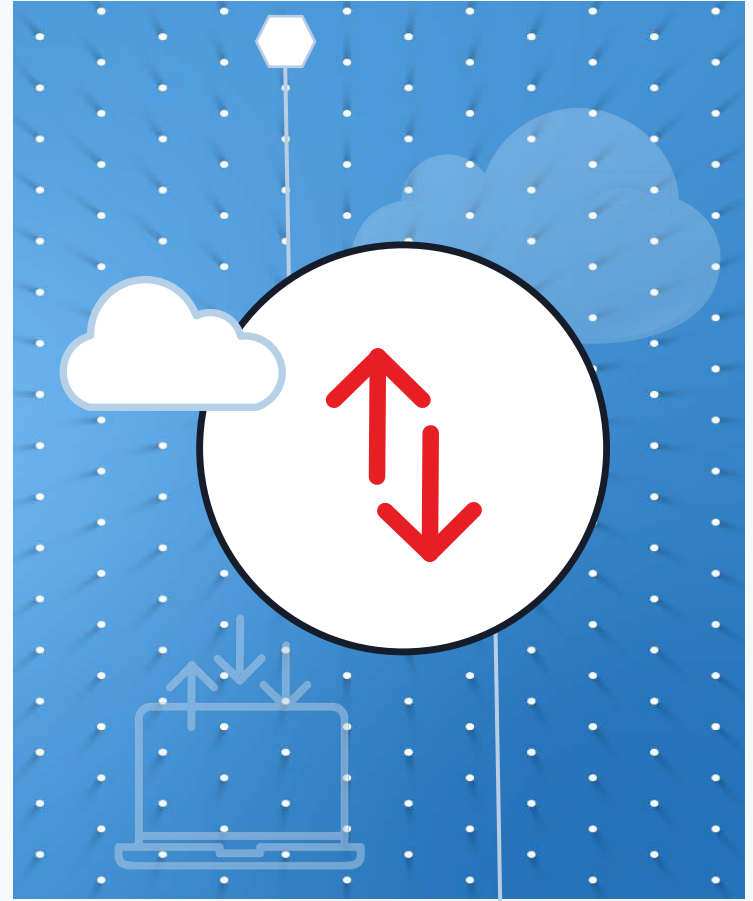
3.2+ trillion data points indexed in our Elasticsearch clusters



Continued Platform Expansion

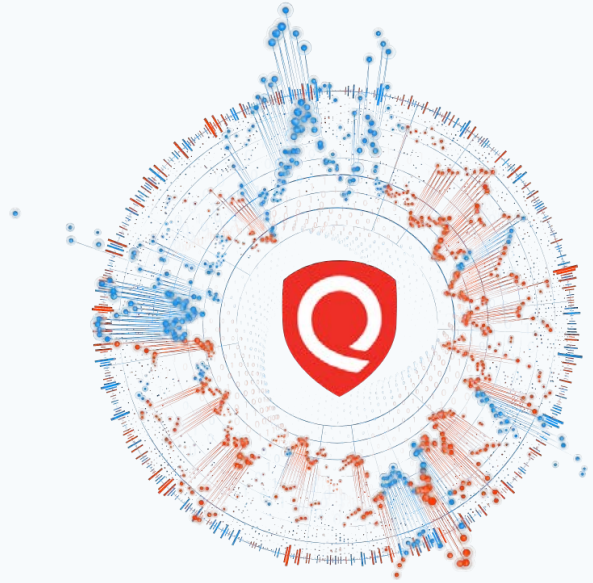
ICS OT environments

SaaS security & compliance



More DRs Coming Soon

Endpoint Detection & Response
Cloud Detection & Response
Container Detection & Response
Mobile Device Detection & Response
SaaS Security Detection & Response



The image features a solid blue background. A grid of small white dots is arranged in vertical columns on both the left and right sides. Three of these dots are highlighted with a larger, semi-transparent red circle, one on the left side and two on the right side. The word "DEMO!" is centered in the middle of the image in a white, bold, sans-serif font.

DEMO!



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Thank You

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