



# Introducing the QualysGuard Security and Compliance Suite

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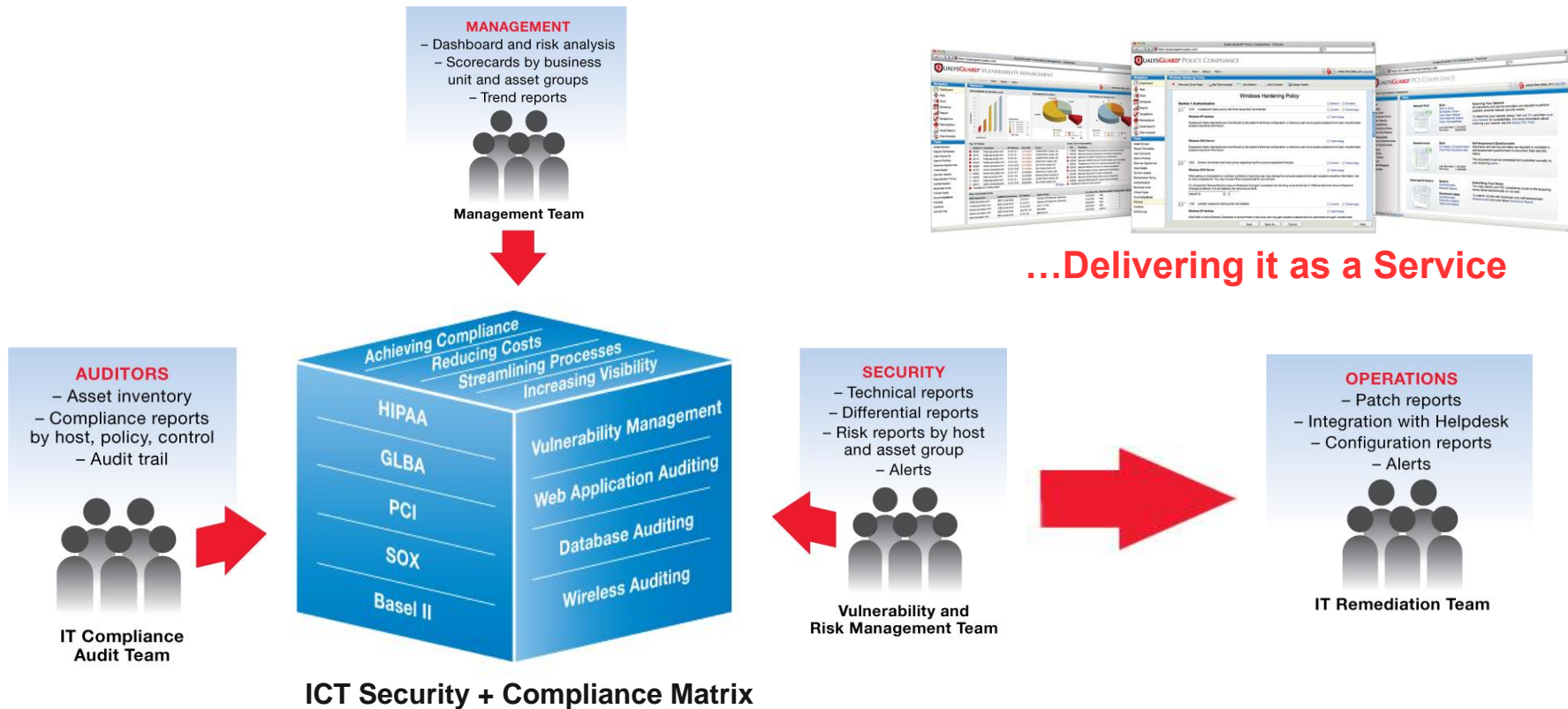
# Qualys at a Glance

## Company introduction

- **Founded in 1999 with a Software as a Service (SaaS) model**
  - **VM** - ICT Vulnerability Management and Risk Management ... since 2001
  - **PCI** - PCI DSS Compliance auditing and certification toolset ... since 2006
  - **PC** - Policy Compliance Management (CIS, ISO27002, CobIT) ... since 2008
  - **WAS** - Web Application Scanning for authenticated scanning ... since 2009
  - **MAL** - Malware Detection Module for WEB applications ... since 2010
  - **GO Secure** – Security Seal Service for WEB applications ... since 2010
- **Locations & Employees**
  - **240 people** (120 in R&D and IT Operations)
  - HQ and Development in US – California, Red Wood Shore
  - Sale and Support in US, UK, France, Germany, Benelux, Japan, China, UAE
- **Subscriber Base**
  - **+4000 active subscribers in 90 countries**
  - +7000 Scanner Appliances implemented for internal LAN scanning
  - +200 million network maps, vulnerability and compliance scans in 2009
  - 40% Fortune 100, 25% Fortune 1000 and 15% Global Forbes Global 2000
- **Global Strategic Partnerships**
  - **Cisco, Oracle, Microsoft, IBM, HP**, Symantec, VeriSign, SecureWorks, Savvis, Verizon Business,
  - Security Consulting Organizations: Deloitte, PWC, E&Y, KPMG, Accenture, Tata, Telus, CVS.org,...

# Problem we solve

## Automation of IT Security & Compliance Management process



**ICT Vulnerability library** (+9000 signatures) based on CVE, BuqtragID, Vendor Info  
**ICT Controls library** (+2000 controls) based on CIS, CobIT, ISO27002, NIST

# QualysGuard Security and Compliance Suite



**QUALYS GUARD®**  
SECURITY & COMPLIANCE SUITE



## **QualysGuard Vulnerability Management**

*Globally Deployable, Scalable Security Risk and Vulnerability Management*

## **QualysGuard Policy Compliance**

*Define, Audit, and Document IT Security Compliance*

## **QualysGuard PCI Compliance**

*Automated PCI Compliance Validation for Merchants and Acquiring Institutions*

## **QualysGuard Web Application Scanning**

*Automated Web Application Security Assessment and Reporting that Scales with Your Business*

## **QualysGuard Malware Detection**

*Free Malware Detection Service for Web Sites*

# QualysGuard Security and Compliance Suite

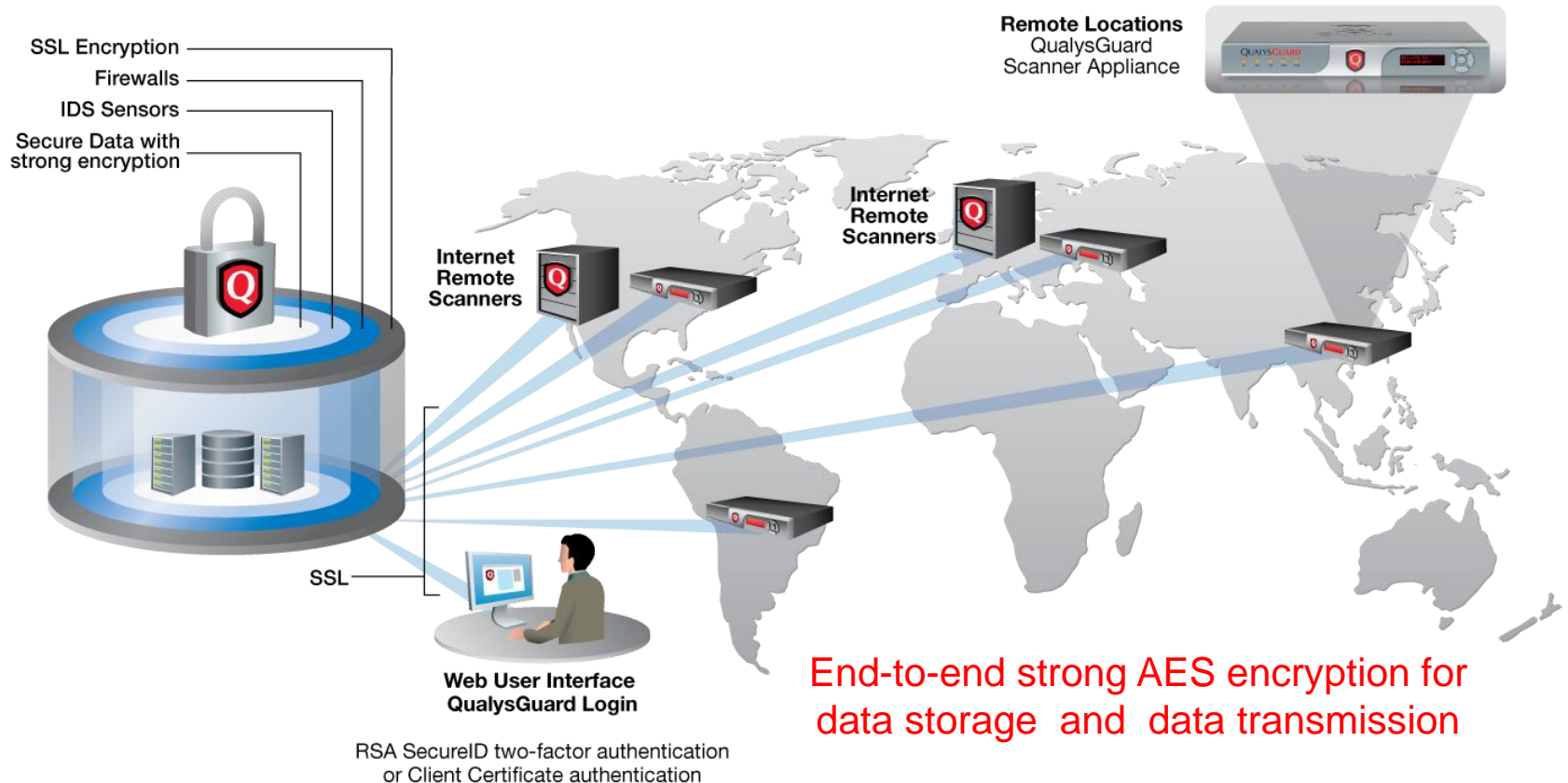
## 10 Key benefits & features summary

- SaaS platform – service agreement for 1 – 3 years;
- No any HW and SW to purchase, install and maintain;
- Easily flexible and scalable (from 1 to 1mil. IP address);
- Modular solution VM + PCI + PC + WAS + some more...
- Scanning of 700 platforms and 150 TCP/UPD services;
- Supporting OS, DB, SW, Network devices, FW, VPN;
- Agent-less, Non-authenticated and authenticated scanning;
- Automated, scheduled tasks – setup and forget;
- Role-based access, Trouble Tickets; Reports, API-XML;
- **Non-intrusive and non-destructive scanning for daily running!**

# QualysGuard Global SaaS Infrastructure

## Built in End to End security

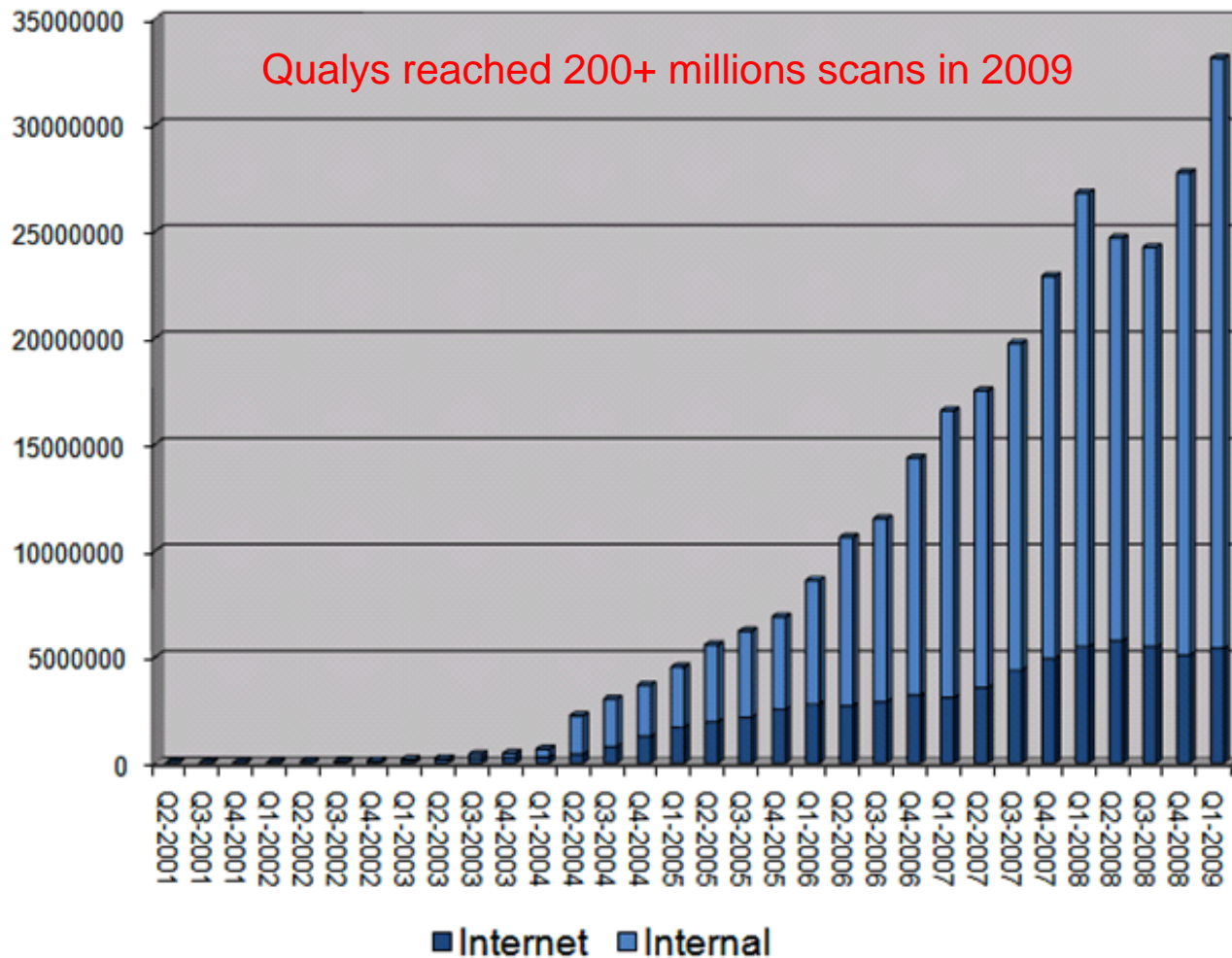
### QualysGuard Secure Operations Centers (SOCs)



European SOC running in Geneva ISO 27001 certified datacenter

# QualysGuard scanning progress

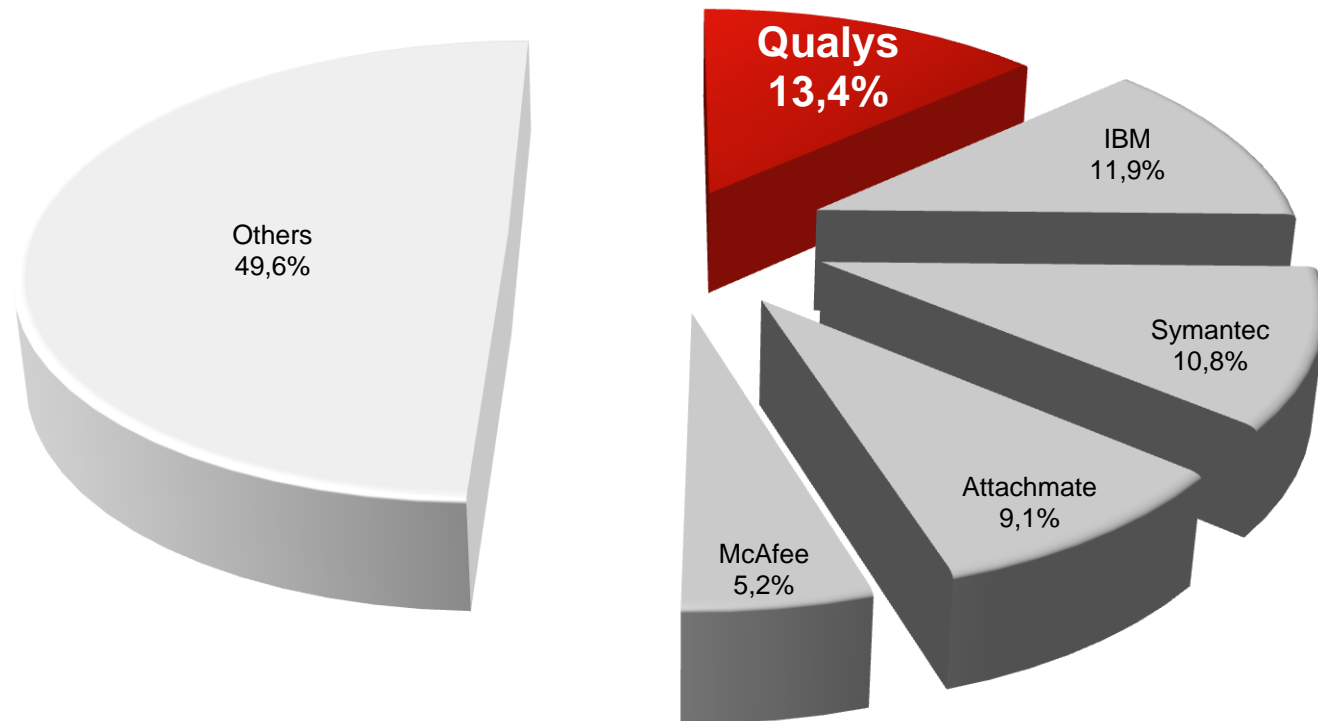
Number of vulnerability and compliance scans per quarter



# QualysGuard – Market Leader by



## IDC Vulnerability Assessment Market analysis 2009



Source: IDC, 2009 Total VA Market Revenue: 376,4 millions USD

# Qualys Competitive Studies & Awards

VM Market Leader by Gartner and Security Magazines



SC Magazine rated QualysGuard as **Best Vulnerability Management Solution** for Fourth Consecutive Year

**Gartner.** Qualys Receives **Highest Rating** in Gartner Market Scope on Vulnerability Assessment in 2010

 Qualys ranked **Worldwide Market Leader** for Device Vulnerability Assessment in 2009

**Gartner.** Qualys Receives **Highest Rating** in Gartner Market Scope on Vulnerability Assessment in 2008



# Q&A

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**Thank you**

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