Enabling the Vulnerability Management Process
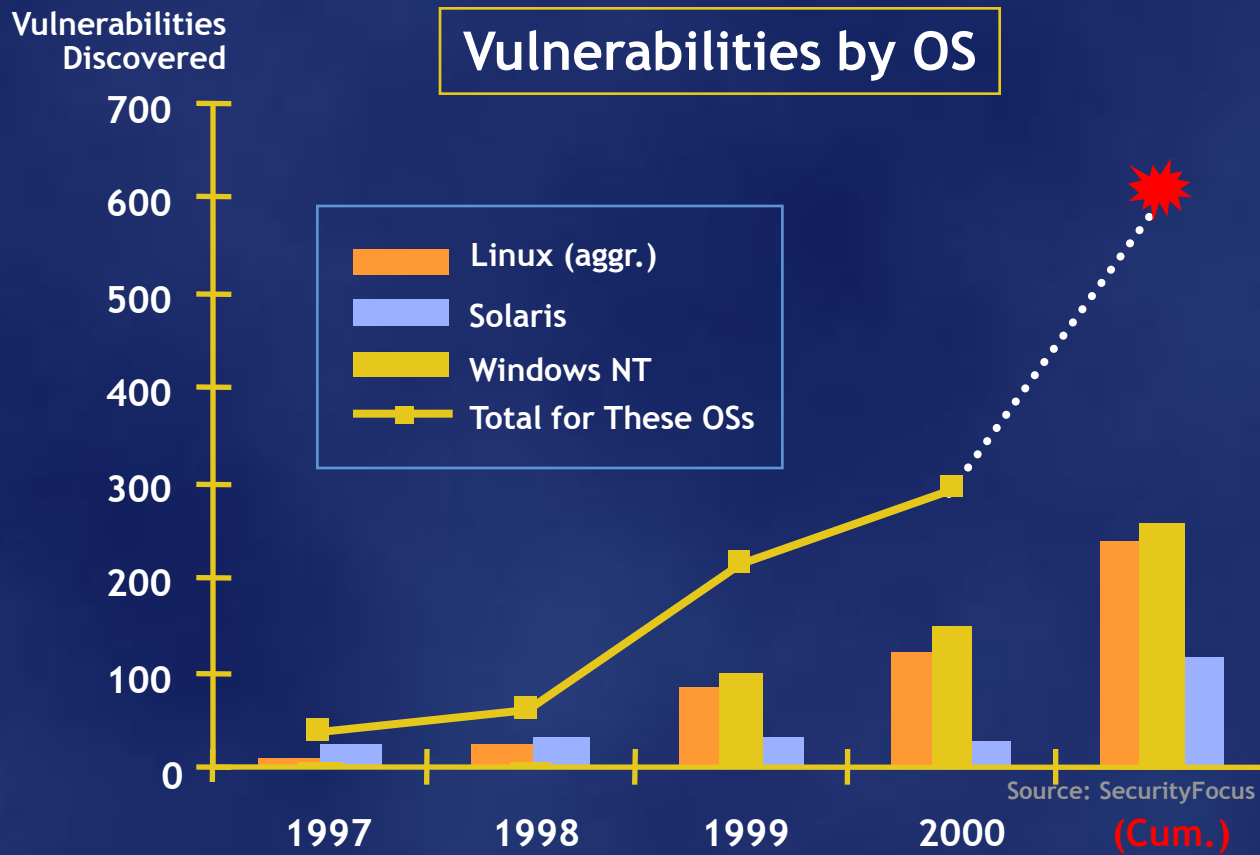
Qualys

Increasing Attacks, More Intrusions

- **70% reported serious attacks**
- **42% acknowledged financial loss**
  - Total: $265,589,940
- **59% reported more Internet attacks than internal attacks—trend is up**
- **120% loss increase last year**

2000 CSI/FBI
Computer Crime and Security Survey

Qualys

Vulnerability Trend is Up

Vulnerabilities Discovered

Vulnerabilities by OS

Legend:
- Linux (aggr.)
- Solaris
- Windows NT
- Total for These OSs

Y-axis: 0, 100, 200, 300, 400, 500, 600, 700

X-axis: 1997, 1998, 1999, 2000, (Cum.)

Source: SecurityFocus

Qualys

Intrusion Risk: a Moving Target

■ **Vulnerabilities keep appearing**

▸ Overall network growth

▸ Adds and changes

▸ Software installs and upgrades

■ **Threats multiply**

▸ Newly discovered vulnerabilities

▸ Newly invented "exploits"

▸ More and more "hobby hacking"

Qualys

Executive Management Needs

- Ongoing, systematic, visible process
- Organization-wide overview
- Snapshot of overall exposure and trends
- Objective assessment of progress over time
- Strict confidentiality re. vulnerabilities
- Confirmation of return on security expenditures

Qualys

IS Management Needs

- **Comprehensiveness**
- **Better leverage of existing resources**
- **Timely & painless updating**
- **Ease of use**
- **Flexible & convenient scheduling**
- **Minimum network impact**
- **Prioritized, detailed solutions**

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Vulnerability Management ...

is a process,
not a destination ...

Qualys

is the automated service that enables the process.

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QualysGuard Components

- **QualysMap:** graphic perimeter "discovery"

- **QualysScan:** comprehensive vulnerability assessment

- **Reporting**
  - "CIO Report"
  - IS detail report

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QualysScan

- Regular or at-will scheduling
- Real-time, transparent updates
- Knowledge base: SecurityFocus superset
- Network integrity impact: zero
- Network performance impact: minimal

Qualys

Technology Features

- **Architected from scratch as an Internet-based service**
  - Optimized for outside-in view
  - Completely browser-based UI
- **Pioneering low-load technology**
- **Ultra-high reliability design**
- **Immediate scalability**

Qualys

Industry-Leading Knowledge Base

- **Multiple sources**
  - SecurityFocus
  - Channel partner contributions
  - Active internal research

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CIO Report

- **Vulnerabilities outstanding**
  - By severity level
  - By IP with delta since last previous scan

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IS Detail Report

- **Vulnerabilities outstanding**
  - **Diagnosis**
  - **Consequence**
  - **Solution**
- **QualysMap drilldown**

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Security Measures

- **1024-bit encrypted map and scan results**
- **Subscriber connectivity by SSL**
- **No archiving**
- **Completely inaccessible without password—even by Qualys**
- **Top-tier hosts**

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Distributed Scan Centers

Subscription Options

QualysGuard Basic

Open
(1 Month)

Unlimited audits
and scans

11 monthly
scheduled scans

QualysGuard Unlimited

Open
(12 Months)

Unlimited audits and scans

Qualys

Qualys
The Company

Experienced Management

- **Gilles Samoun, CEO**
  (background: enterprise software)
- **Hamid Farzaneh, VP Marketing**
  (background: OEM hardware)
- **Christophe Culine, VP Sales**
  (background: communication services)
- **Philippe Langlois, CTO**
  (background: ISP, security consulting)

Qualys

Brief History

- **Founded June 1999**
- **July 1999: QualysGuard v.1**
- **November 1999: QualysGuard v.2**
- **March 2000: U.S. headquarters opened**
- **Investors**
  - VeriSign
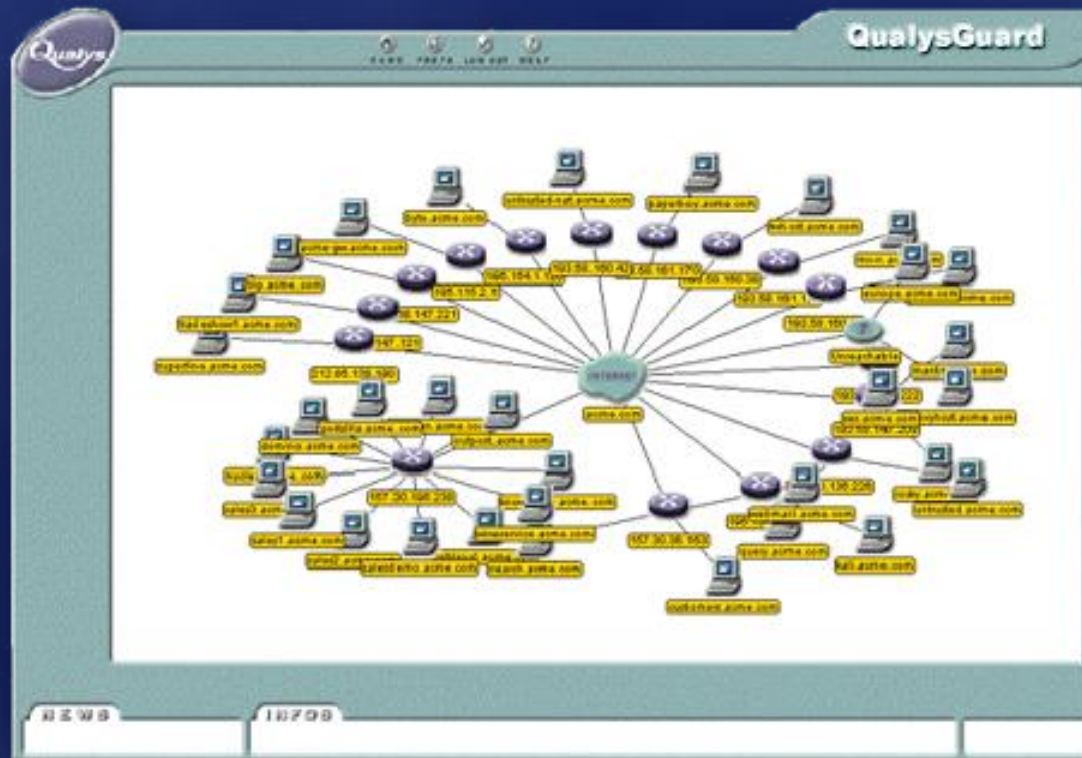 - Bessemer Venture Partners

Selected References

In Summary

- **Vulnerability management is an ongoing process**
- **QualysGuard enables that process**
  - Carries out discovery
  - Performs diagnosis
  - Suggests solutions
  - Measures progress

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QualysGuard Live Demonstration