QualysGuard Sales Training for Partners & Resellers

QualysGuard is a highly effective, simple-to-use, online service that instantly identifies and maps all of the IP devices on your Internet connection, analyzes the devices for potential security vulnerabilities, prepares reports on potential security risks, and helps you determine the most appropriate corrective measures. The service requires no installation, setup, hardware purchases, software development, security expertise or special training to use.

Agenda

- Overview
- QualysGuard Demo
- Qualys Sales Academy
- Q & A

Overview

> *“The Internet is like a vault with a screen door on the back. I don't need jackhammers or atom bombs to get in when I can walk through the door.”*
>
> *- anonymous*

Overview

- The “Penetrable” Network
- An Industry View
- The Challenge of Vulnerability Management
- The QualysGuard Solution

The Penetrable Network

- They're getting in…
  - Grabbing confidential data
  - Disrupting or clogging servers (denial of service)
  - Defacing websites

It's a Serious Problem

- Most sites are compromised
  - It's a moving target
  - New attacks are evident every day
- E-Commerce opens new doors to hackers
  - 70% have experienced a serious attack according to FBI survey
  - 42% have taken a direct financial loss

Qualys

A Lucrative Vulnerability Market

- Losses need to be reduced
  - Fortune 1000 companies sustained losses of more than $45 billion in 1999 from the theft of proprietary information
  - The average Fortune 1000 company reported 2.45 incidents with an estimated loss per incident in excess of $500,000 -- 44 of 97 said they had more than 1,000 separate incidents

Solution Requires Ongoing Process

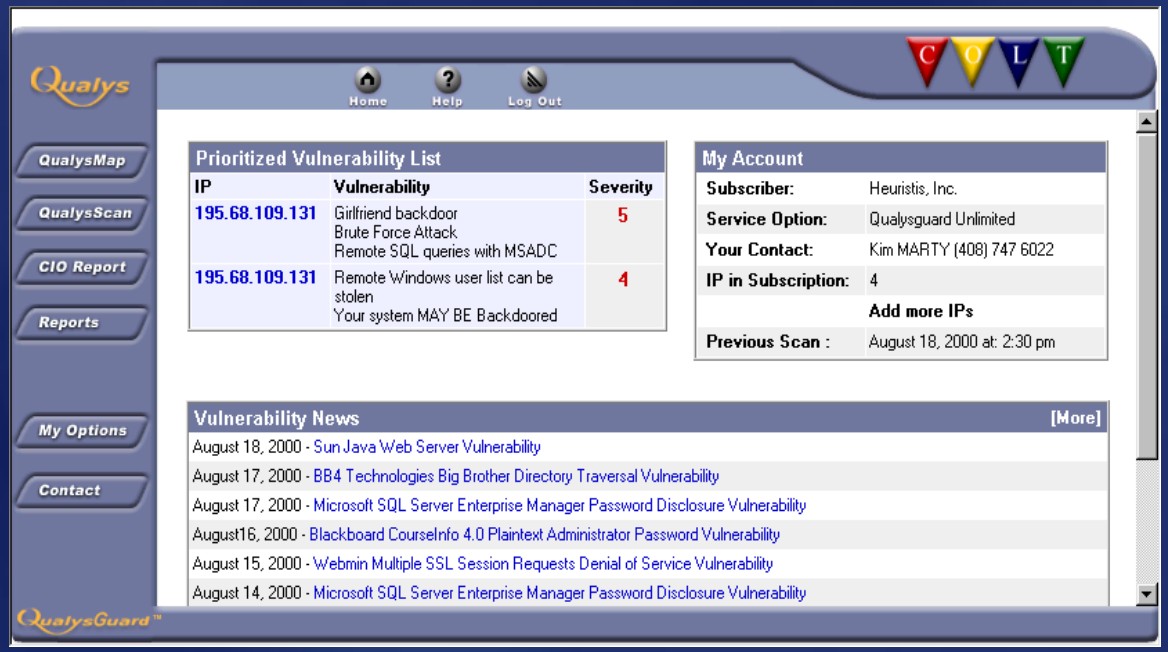
- No cure -- only management
- Requires a continual process of testing and retesting
  - Constantly monitor points of access
  - Constantly monitor potential vulnerabilities
  - Constantly test for problems
  - Constantly worry

The QualysGuard Solution

- A Subscription Service that provides
  - Visual monitoring of access points
  - Gathering vulnerability data
  - Random or scheduled scanning for vulnerabilities
  - Secure reporting of problems with recommended fixes

Let's Take a Look…

- Detailed demo in "Sales Academy"

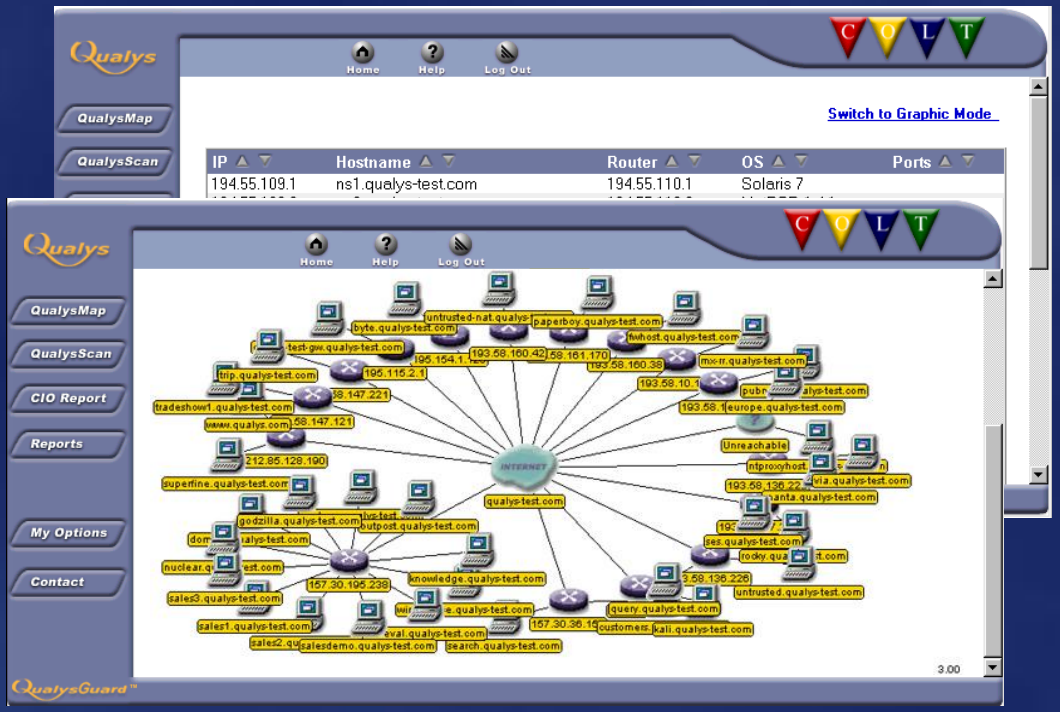


very simple interface

very clear answers

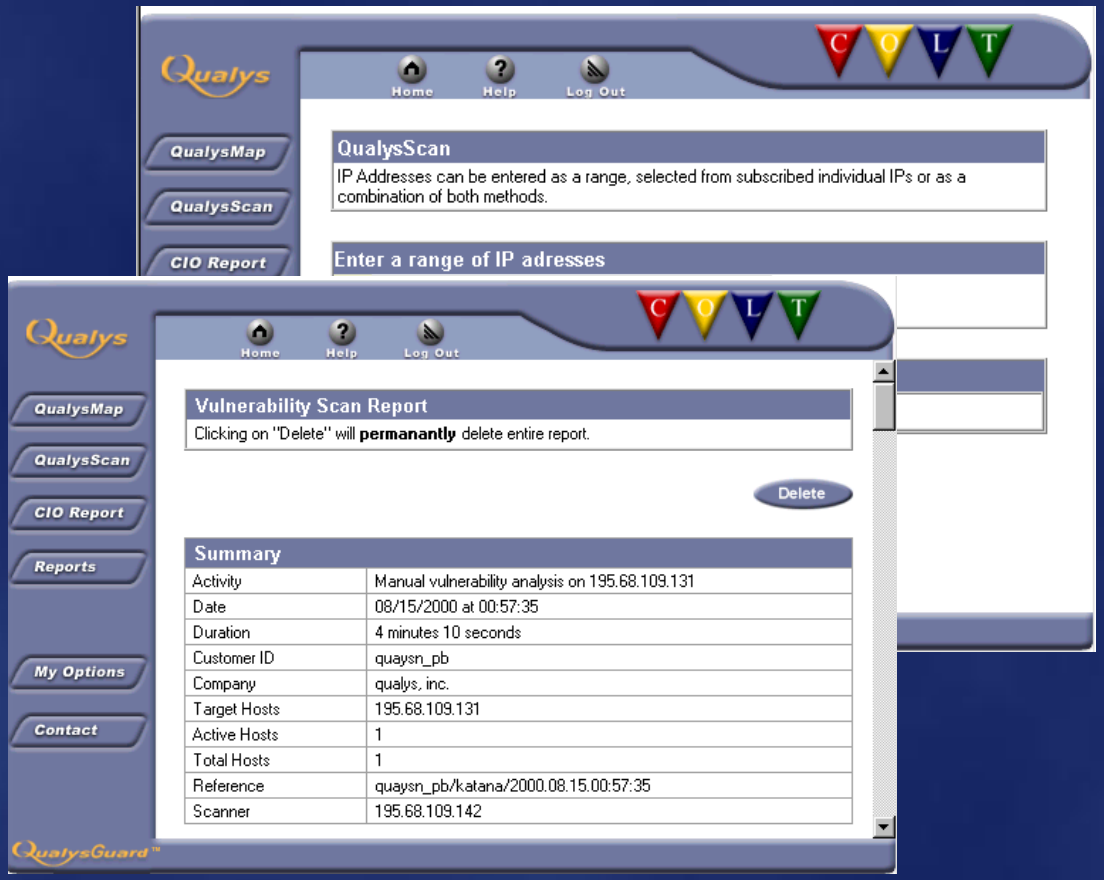
Information Discovery: Topology

- QualysMap network topology
  - Text or Graphic
  - Shows access points
  - Rescan on a regular basis to identify security holes



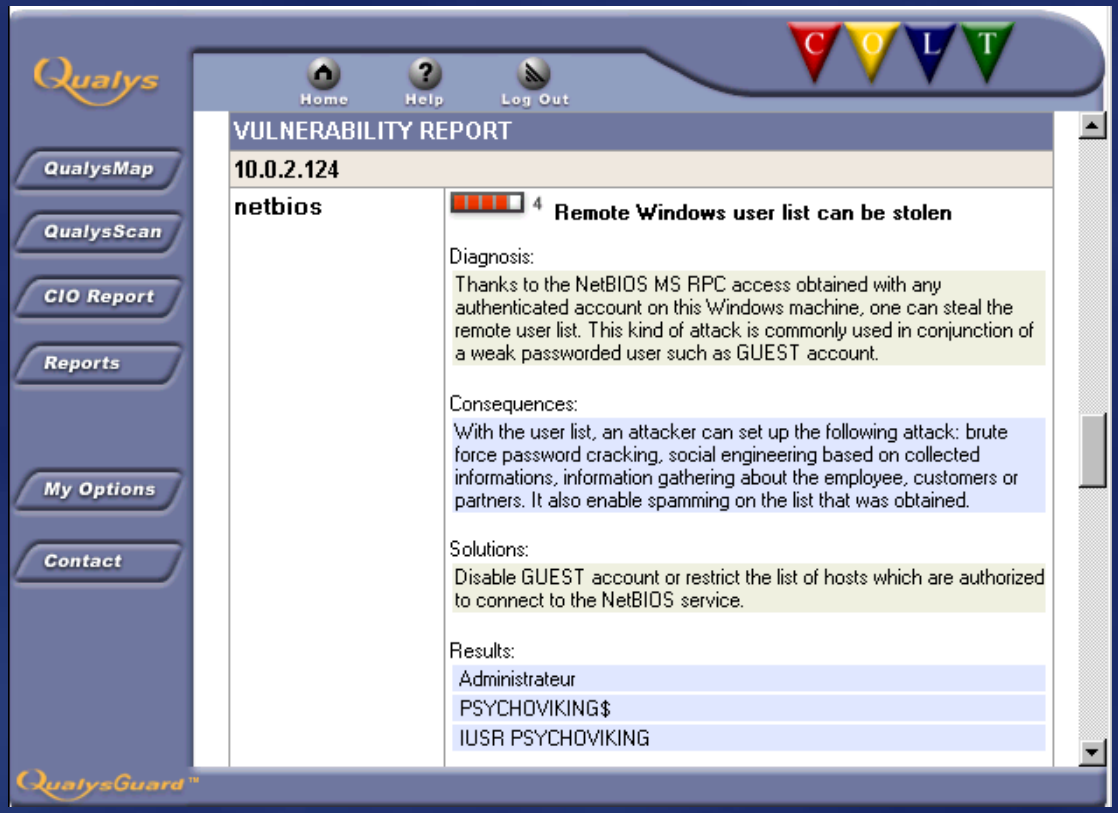
Vulnerability Scanning

- Premier network diagnostic tool for administrators
  - Severity levels
  - Brief description
    - Drill-down for details



Drilling Down…

- Specifics of the scan
  - Diagnosis
  - Consequences
  - Solutions
  - Results



Scanning Performance

- Highly concurrent scanning
  - Over 50,000 scans per hour
  - Typically 2½ minutes per IP
- Runs tests specific to vulnerable resources
- Uses efficient vulnerability knowledge base
- Uses <30% of available bandwidth

Highly Confidential Reporting

- Targeted reports
  - Mapping & Scanning
  - CIO Report
  - Scan results delivered exclusively to the subscriber