



## PCI SOLUTIONS FOR QUALYS PARTNERS

*A summary of Qualys' offerings for Partners looking to help their customers meet the Payment Card Industry Data Security Standard (PCI-DSS)*

### PCI Basics

PCI requires that all Merchants and Service Providers involved in processing, transmitting or storing cardholder information adhere to the PCI Data Security Standard (PCI-DSS). The PCI-DSS outlines the requirements an organization must follow in order to process, transmit and store cardholder data securely.

Although all guidelines must be met, the key PCI Validation Requirements specifying the necessary actions that must be taken in order to officially 'Validate' compliance include:

- **Validation Requirement #1** specifies that each organization must complete a network vulnerability scan, certified by an Approved Scanning Vendor (ASV), every 90 days. To achieve a passing PCI status, all devices must be scanned and free of any critical vulnerability. This report must then be submitted to the organization's Acquiring Bank quarterly.
- **Validation Requirement #2** specifies that each organization must complete a Self-Assessment Questionnaire (SAQ), or perform an On-Site Audit. Level 1 Merchants are required to perform an On-Site Audit. All other Merchants, including Level 2, 3 and 4, must complete a Self-Assessment Questionnaire. The Questionnaire, or Audit results, must then be submitted to the organization's Acquiring Bank annually.

### QualysGuard Meets PCI Requirements

Qualys provides a simple 3-step process for merchants to Achieve and Validate PCI Compliance with their Acquiring Institutions.

#### **Step 1: Using Qualys, complete the Internal and External PCI Scans Quarterly.**

- Run a PCI Scan
- Remediate any Critical Vulnerabilities (Level 3, 4, 5)
- Run a verification scan to ensure all vulnerabilities have been remediated

#### **Step 2: Complete the Self-Assessment Questionnaire or On-Site Audit.**

- Level 1 Merchants must complete an On-Site Assessment by a QSA Annually
- Level 2, 3, 4 Merchants must complete a Self-Assessment Questionnaire (SAQ) Annually

#### **Step 3: Submit Proof-of-Compliance report to Acquiring Institutions.**

- PCI Scan Reports must be submitted Quarterly
- Self-Assessment Questionnaire or Audit Results must be submitted Annually
- PCI Scan Reports and the Self-Assessment Questionnaires can be automatically submitted to Acquiring Banks within QualysGuard PCI.



## PCI Solutions for Qualys Partners

### Why Partner with Qualys for PCI

Qualys provides an automated platform by which Partners can quickly and easily launch a PCI practice. In fact, over 50% of all Approved Scanning Vendors (ASVs) have standardized on Qualys' scanning technology for their PCI scanning services.

- **Satisfy your Customers Immediate PCI Needs**  
Partners who have yet to be certified as an ASV, but have customers with immediate needs, can resell QualysGuard to their customers. In this case, Qualys will assume the duties of the ASV, assessing and certifying compliance.
- **Become an ASV** Qualys makes it easy to become an Approved Scanning Vendor by helping Partners prepare for, and successfully pass, the ASV test – all at no additional charge. Qualys makes it so easy to become an ASV, over 50% of all ASVs have standardized on Qualys' scanning technology.
- **Additional Benefits for QSA Partners** Qualified Security Assessor (QSA) Partners benefit by being able to provide their customers with a PCI Scanning Solution, thus satisfying both the ASV & QSA requirements.

### Acquiring Banks / Payment Processors / ISO's

Qualys enables Acquiring Banks, Payment Processors, and ISO's who are concerned with protecting their customer's data, to provide their merchants with a simple & cost effective PCI Scanning Solution by reselling QualysGuard.

### How Qualys Compares to other PCI Scan Offerings

Since 1999, Qualys has been providing the most accurate and comprehensive network vulnerability audits in the industry. As the first security company to leverage the Software-as-a-Service (SaaS) delivery model, QualysGuard was designed from the ground-up to perform Internet-based audits quickly and effectively.

### Additional QualysGuard Advantages

- Instantly deployable & available via a web browser
- Easy to pilot, administrate and manage
- Most accurate (Six-Sigma) scan results in the industry
- Industry's most comprehensive knowledge base of vulnerability checks
- Vulnerability signatures updated automatically
- Scans are safe (non-intrusive) to run during production hours
- Detailed, customized reporting with comprehensive remediation instructions
- Award winning solution with 24x7 customer support

### Qualys PCI Solution Comparison Matrix

FUNCTIONALITY	QG PCI	QG ENTERPRISE	QG EXPRESS	QG CONSULTANT (ASV)	QG CONSULTANT (NON ASV)
External PCI Scanning	✓	✓	✓	✓	Resell QG PCI, Enterprise or Express
Full External Vulnerability Scanning	✗	✓	✓	✓	✓
Full Internal Vulnerability Scanning	✗	✓ (w/ QG Scanner Appliance)	✓ (w/ QG Scanner Appliance)	✓ (w/ QG Scanner Appliance)	✓ (w/ QG Scanner Appliance)
PCI Scan API Support	✗	✓	✓	✓	Resell QG PCI, Enterprise or Express
PCI - Segmented IP Scan	✓	✓	✓	✓	Resell QG PCI, Enterprise or Express
PCI - False Positive Workflow	✓	✓	✓	✗	Resell QG PCI, Enterprise or Express
PCI Certified Executive Report (PDF)	✓	✓	✓	✓	Resell QG PCI, Enterprise or Express
PCI Certified Technical Report (PDF)	✓	✓	✓	✓	Resell QG PCI, Enterprise or Express
PCI Self-Assessment Questionnaire	✓	✓	✓	✗	Resell QG PCI, Enterprise or Express
Electronic Submission of PCI Reports	✓	✓	✓	✗	Resell QG PCI, Enterprise or Express
Notes:	* QualysGuard PCI meets PCI DSS external scanning requirements for compliance. For comprehensive internal and external security scanning QualysGuard Enterprise or Express is required.	* PCI Application provides this functionality and is packaged with QualysGuard Enterprise.	* PCI Application provides this functionality and is packaged with QualysGuard Express.		

To learn more about Qualys and the PCI solution offerings available to Partners, please visit our website at <http://www.qualys.com/partners/pci/> or contact our Partner team at (650) 801 6100.



**USA – Qualys, Inc.**  
1600 Bridge Parkway  
Redwood Shores  
CA 94065  
T: 1 (650) 801 6100  
sales@qualys.com

**UK – Qualys, Ltd.**  
224 Berwick Avenue  
Slough, Berkshire  
SL1 4QT  
T: +44 (0) 1753 872101

**Germany – Qualys GmbH**  
München Airport  
Terminalstrasse Mitte 18  
85356 München  
T: +49 (0) 89 97007 146

**France – Qualys Technologies**  
Maison de la Défense  
7 Place de la Défense  
92400 Courbevoie  
T: +33 (0) 1 41 97 35 70

