

QUALYS SECURITY CONFERENCE



SC Americas

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#QSC23



Cybersecurity at a Crossroads: New Approach to Managing Business Risk



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A photograph of a cracked asphalt road at sunset. The road is dark and has a large, jagged crack running down the center. In the background, there are several billboards and utility poles under a hazy, orange sky. The text "The Great" is overlaid in white, bold, sans-serif font on the left side of the image.

The Great

Divide

Great Divide

Security

Business





Too Many tools

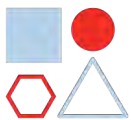
Many larger organizations operate with **over 70 security and IT management tools**



Speaking different languages

Communication with business & IT stakeholders is broken

... Deepening Divide



Slow/No remediation

No value in security spend if right issues not fixed in time

Do you ever feel like the hero Indiana Jones?



If Everything is Critical, Nothing Is

✓ Of **2.6 Billion** vulnerability detections analyzed, **2.1 Billion** rated at **High/Critical** according to CVSS

✓ According to TruRisk, only **603 Million** were high risk

✓ ...and CVSS rated **87 Million** detections as **low risk** that were **'high risk'** according to TruRisk

What's my **True Risk** Anyway?



81% High Risk

vulnerabilities according to CVSS



72% TruRisk

Reduction

In critical/high risk alerts with TruRisk

Know Your Cyber Risk From Disparate Inputs and Tools

Over 30% of Assets Aren't Visible

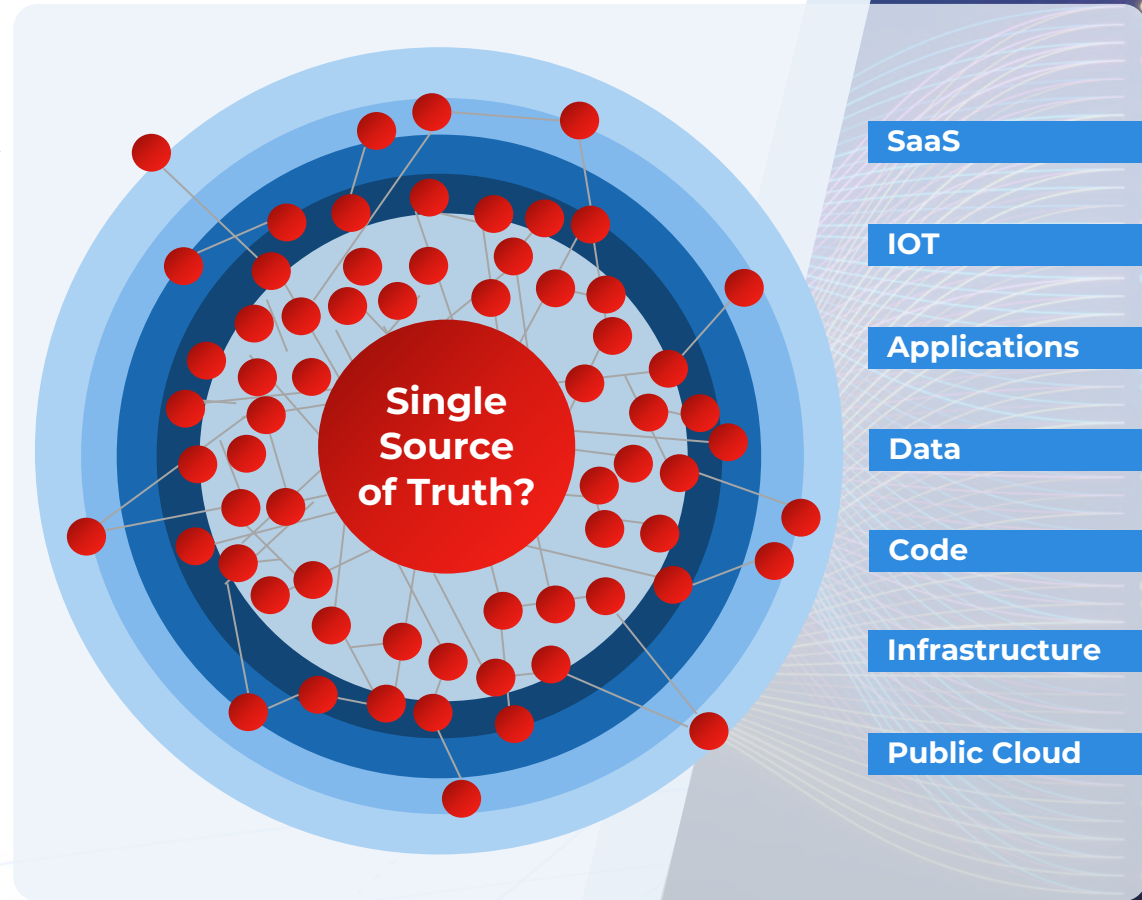
Most organizations **do not** have complete visibility to external and internal assets

Add Threat Context

Calculate Cyber Risk
Most security programs are missing context from threat intelligence

Layer Business Context

45% of assets misclassified for business criticality



Calculate > **Articulate** > **Remediate**

Briefing Executive Stakeholders that are now Cyber Risk Stakeholders

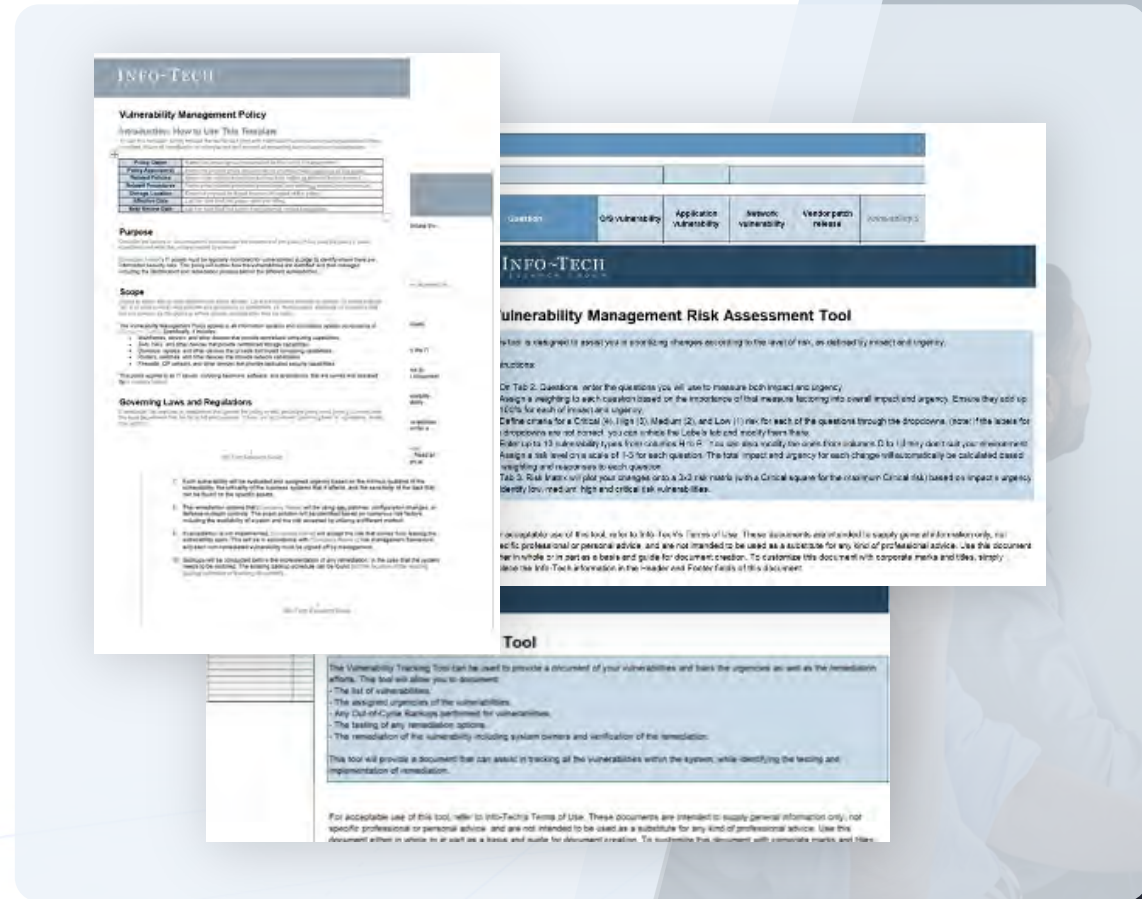
New Executive Stakeholders

47% of CISOs now report directly to the CEO, and nearly all brief the Board of Directors

Risk without Business Impact
CVEs do not provide the business context of cyber risk posture at any moment in time

Quantification of Cyber Risk

Cyber response statistics do not translate to cyber risk quantification



Calculate > Articulate > Remediate

Reducing Cyber Risk Effectively According to Business Impact

Break Internal Silos

Misalignment between Dev, IT, and Security teams leads to **slow MTTR**

Remediate Cyber Risk

Speed up Threat Response

Top Attacks of 2021, 2022 & 2023 used **Exploitable, Ransomware-Exploited** or CISA catalogue provided vulnerabilities, **not patched**

Operational Risk vs. Security Risk

Fear of **operational impact** outweighs fear of security impact

Malware	Known CVEs	Known Misconfigurations
Conti	24	61
Darkside	04	54
Netwalker	08	03
Petya	10	06
REvil	24	27



Calculate > **Articulate** > **Remediate**

Every Next-Gen Cybersecurity Expert

Must become a **Cyber Risk** expert



Next-gen cyber risk expert

Stakeholder to help reduce Business Risk



Measure known and unknown cyber risk and **quantify that risk in business terms**



Eliminate cyber risk by **unifying security and IT efforts**



Communicate your cyber risk posture across your organization **beyond cyber risk enumeration to quantification**



Enterprise TruRisk™ Platform

Measure, communicate, and eliminate cyber risk.

De-risk your business.

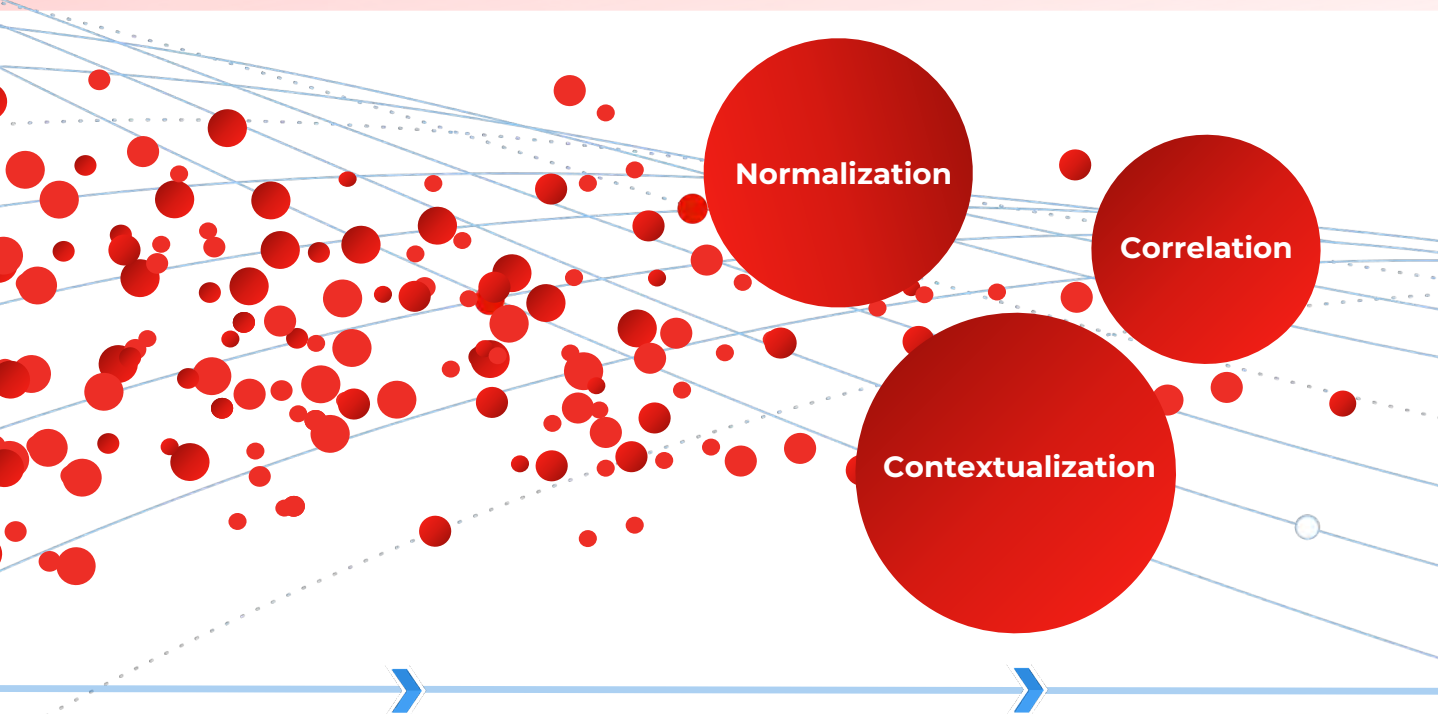
Enterprise TruRisk Platform

From Enumeration to Elimination or Risk

Collect Data

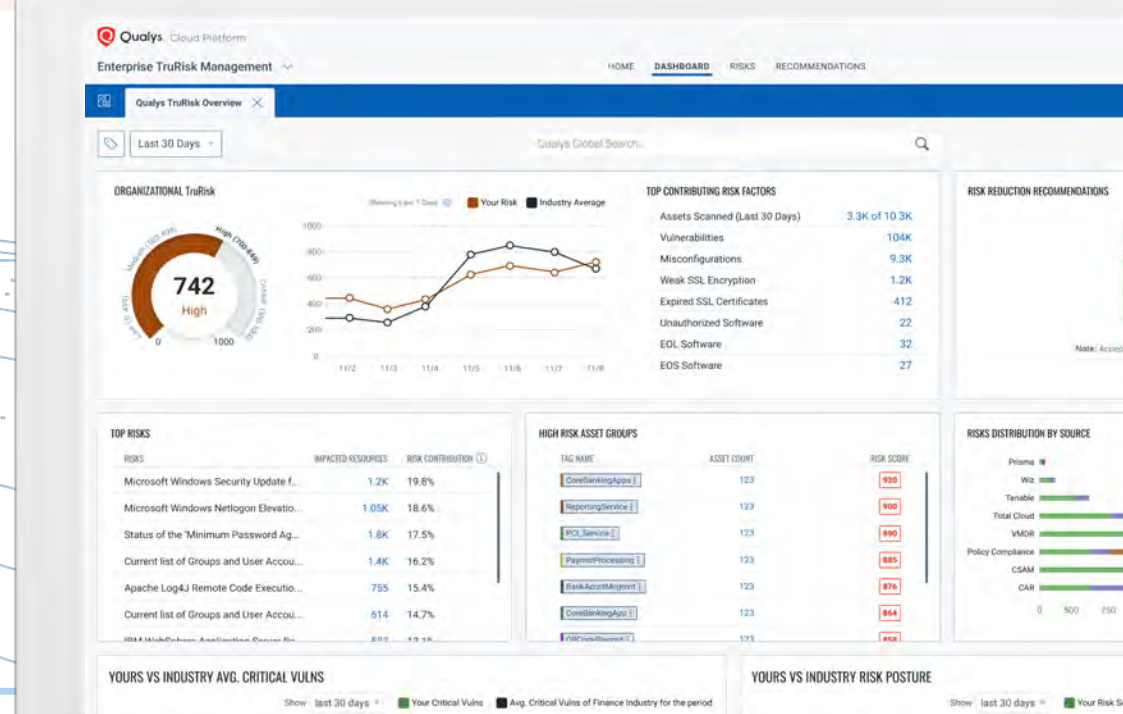
Apply Threat Intel

Apply Business Context



Measure: External Ecosystem Risk Factors

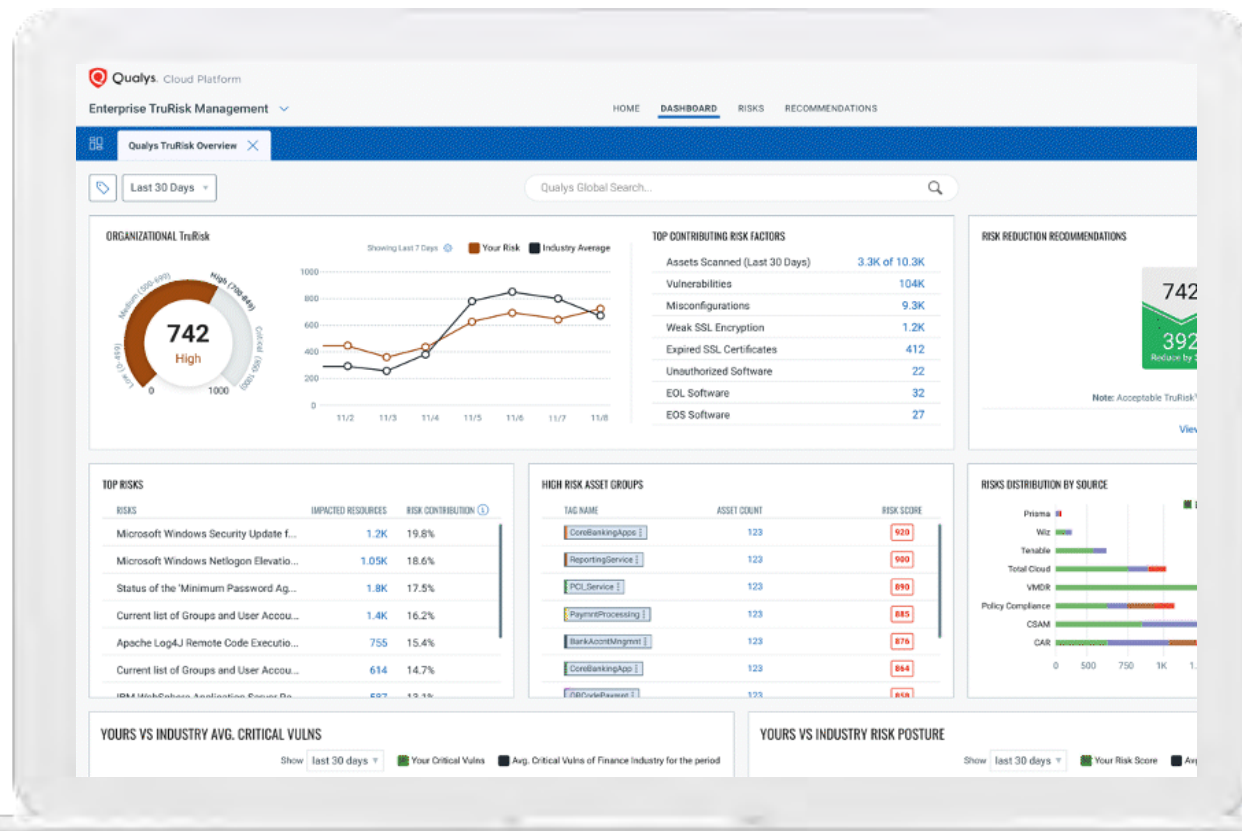
Communicate: Specialized Reports



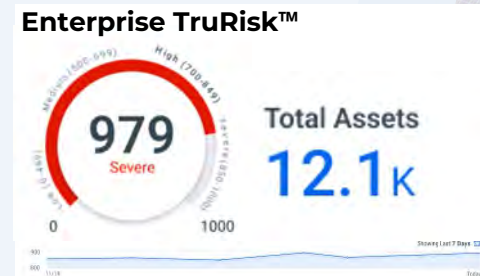
Eliminate: Unified View of Cyber Risk + Resolution



Measure Cyber Risk



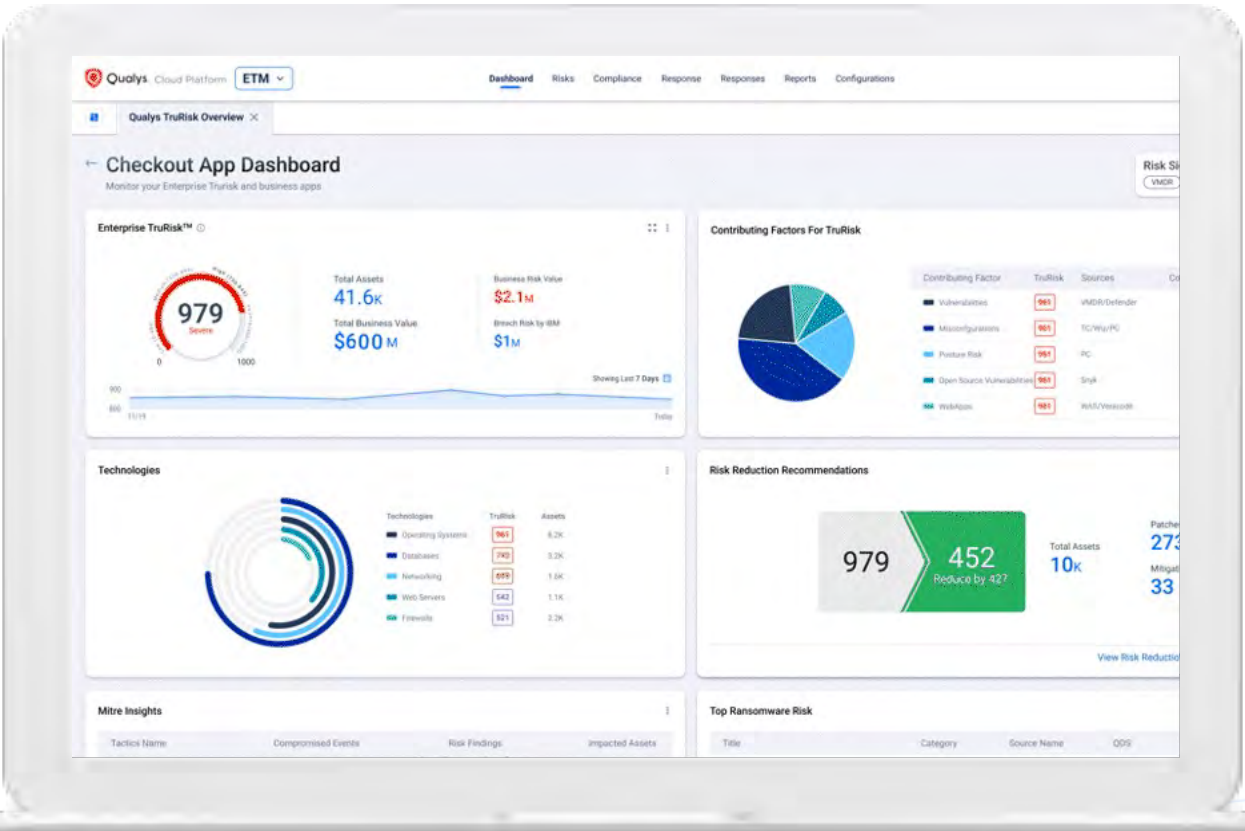
Quantify risk across
Qualys & non-Qualys
tools



Contributing Risk Factors

Contributing Factor	TruRisk	Sources	Contribution	Assets
Vulnerabilities	961	VIAIR/Unkown	36%	8.2K
Misconfigurations	961	TC/Wiz/PC	25%	6.2K
Posture Risk	961	PC	19%	5.2K
Open Source Vulnerabilities	961	Snyk	19%	6.2K
WebApps	961	WAZ/Veracode	11%	9.2K

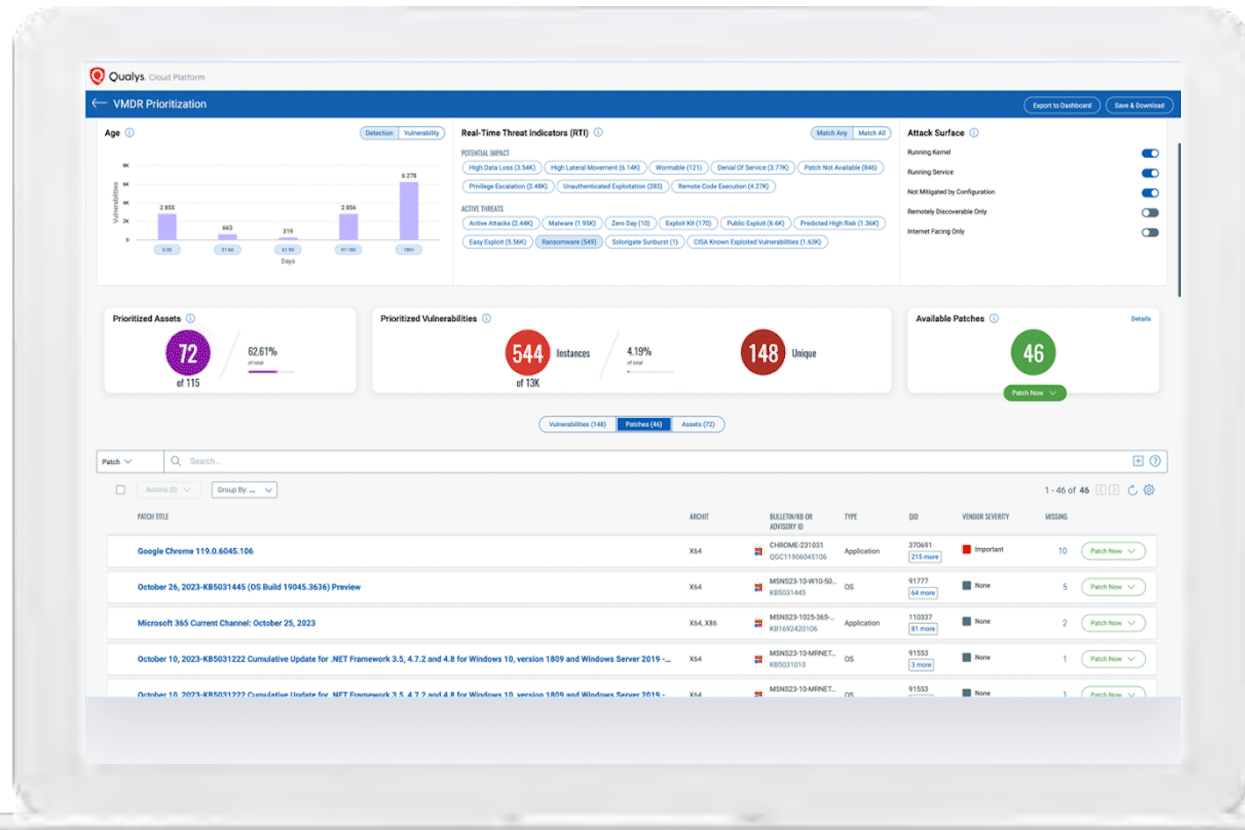
Communicate Cyber Risk



Quantified Cyber Risk with Business Impact



Eliminate Cyber Risk



Go beyond patch management

CATEGORY	ASSETS	REMIEDIATION	MITIGATION
Vulnerability	pro-v14-sp1-u9 625800550	Service stack update... Patch	Registry Key change Mitigation
Vulnerability	pro-v14-sp1-u9 625800550	Security Update for Adobe Patch + Conf. Change	Device Isolation Mitigation
Vulnerability	pro-v14-sp1-u9 625800550	Service stack update... Patch	Process stop Mitigation
Vulnerability	win2008-p-69-177 167659968	Security Monthly Rollup ... Patch	Proprietary script Partial Mitigation Change
Vulnerability	win2008-p-69-177 167659968	Security Update for .NET Patch	Block access to file attrib... Mitigation
Vulnerability	win2008-p-69-177 167659968	KB5020439 (OS Build 1... Patch	Registry Key change Partial Mitigation


Enterprise **TruRisk™** Platform

The Business Value of Qualys

The ROI of investing in the platform according to IDC

 **5-Month** payback period

 **\$5.1M** in benefits on average

 **24%** more efficient security teams

 **24%** reduction in compliance fines



403% ROI?

Real Customers. Real ROI.





Navigating Cybersecurity Crossroads

Make Your Enterprise Cyber Resilient



Aggregate cyber risk across
Qualys & Third-Party Products,
and **their Risk Factors**

Share a **common language**
to communicate cyber risk
to key stakeholders

Leverage prioritization and
automation for **risk**
elimination

Practice and be prepared for
your response when
compromised



Enterprise TruRisk™ Platform

Measure, communicate, and eliminate cyber risk.

De-risk your business.



Qualys®