Regaining Our Lost Visibility

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Agenda

Why are we doing what we are doing?
The State of IT Now
Security Today
The Future of Security
How Qualys is Leading the Way
IT Transformation
Infrastructure & Application
Digital Transformation

Holistic Transformation of Business to Digital

Cloud, Containers, IaaS, PaaS, OT, IIoT, IoT, Mobility, Web apps, APIs, Mobile Apps
Hybrid Cloud Overview Architecture

Mobile Workforce

Work Stations

Cloude

NETWORKS

VMs

BARE METAL

DB

STORAGE

West Coast Datacenter

On-Premise

East Coast Datacenter

NETWORKS

VMs

BARE METAL

DB

STORAGE

Qualys
Containers

Real game changer
Hypervisor disappearing, bare metal is back
Kubernetes Infrastructure-as-code
Container-as-a-Service AWS Fargate
AWS Lambda function-as-a-service, serverless!
Kubefed?
“Priceline” for Containers?
DevOps

This is real and highly contagious

Developer decides how infrastructure runs in production

Speeds up significantly how fast code goes to production
On-Prem

Shrinking Datacenter Footprint

Increasing OT & IIoT

Corp IT – more distributed & mobile

More IoT!
Enterprise Mobility != BYoD

Enterprise owned handheld devices

Indispensable to modern business

Running apps handling sensitive business & consumer data

Mobile!
Web Apps & APIs

Web Apps for the humans

APIs for the inhumans

Wide window into all your data
SaaS

More aaS everywhere

No infrastructure to manage

No Applications to code or manage
Security
"The AT provides the first real system for allowing executives to sleep at night:

A hard-to-duplicate ‘tubular’ key locks all but key holders out of the system."
34 years later

No magic key = No sleep at night!
Same challenges x 10
No visibility across global hybrid infrastructure
Still need to do Vulnerability & Configuration management
Still need to monitor integrity of systems(?)
More data incoming into “SIEM” deployments
Basically no visibility to respond
Compliance demands on new infrastructure
**Future of Security**

Transparent Orchestration

Built-in Automation the only real solution

Starts in DevOPs

New generation of Security Analytics platforms
Qualys Platform Approach

Embracing our own Digital Transformation

Massive expansion of backend for visibility – 620 Billion security datapoints indexed

Comprehensive coverage of sensors – scanners, agents, cloud connectors, container sensors, passive sniffers and mobile agents
Qualys Platform Approach

Extending solutions into remediation & response

Building dedicated Data science team

Rapid expansion of R&D org

Key technology acquisitions & Investments
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<th>Acquisitions &amp; Investments</th>
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<td><strong>Nevis</strong></td>
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<td><strong>Netwatcher</strong></td>
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<td><strong>1Mobility</strong></td>
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<td><strong>Layered Insight</strong></td>
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<td><strong>42Crunch Investment</strong></td>
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Qualys Cloud Apps

ASSET MANAGEMENT
- **Asset Inventory**
  - Maintain full, instant visibility of all your global IT assets

IT SECURITY
- **Vulnerability Management**
  - Continuously detect and protect against attacks, anytime, anywhere
- **Container Security**
  - Discover, track, and continuously protect containers

COMPLIANCE MONITORING
- **Policy Compliance**
  - Assess security configurations of IT systems throughout your network
- **Cloud Security Assessment**
  - Get full visibility and control across all public cloud instances

WEB APPLICATION SECURITY
- **Web Application Scanning**
  - Secure web applications with end-to-end protection
- **Web Application Firewall**
  - Block attacks and virtually patch web application vulnerabilities
Q4 2018 – more apps to come

- **PM**
  - Patch Management – beta

- **AM**
  - Global IT Asset Management (managed assets) – GA

- **PAS**
  - Passive Network Sensor (unmanaged assets) – beta
2019 – even more apps to come!

Secure Enterprise Mobility
Secure Access Control
API Security
Software Composition Analysis
Attack Simulation Platform
Data lake & correlation platform
Unified Dashboards
It’s the Platform!
(a real one)
Thank You

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