



QUALYS SECURITY CONFERENCE 2020

# Unveiling VMDR: A Game Changer for Vulnerability Management

**Sumedh Thakar**

President & Chief Product Officer, Qualys, Inc

The background of the slide features a series of concentric circles in a light gray tone. In the center of these circles is a white arrow pointing upwards. The text 'T T R' is superimposed on the left side of the circles.

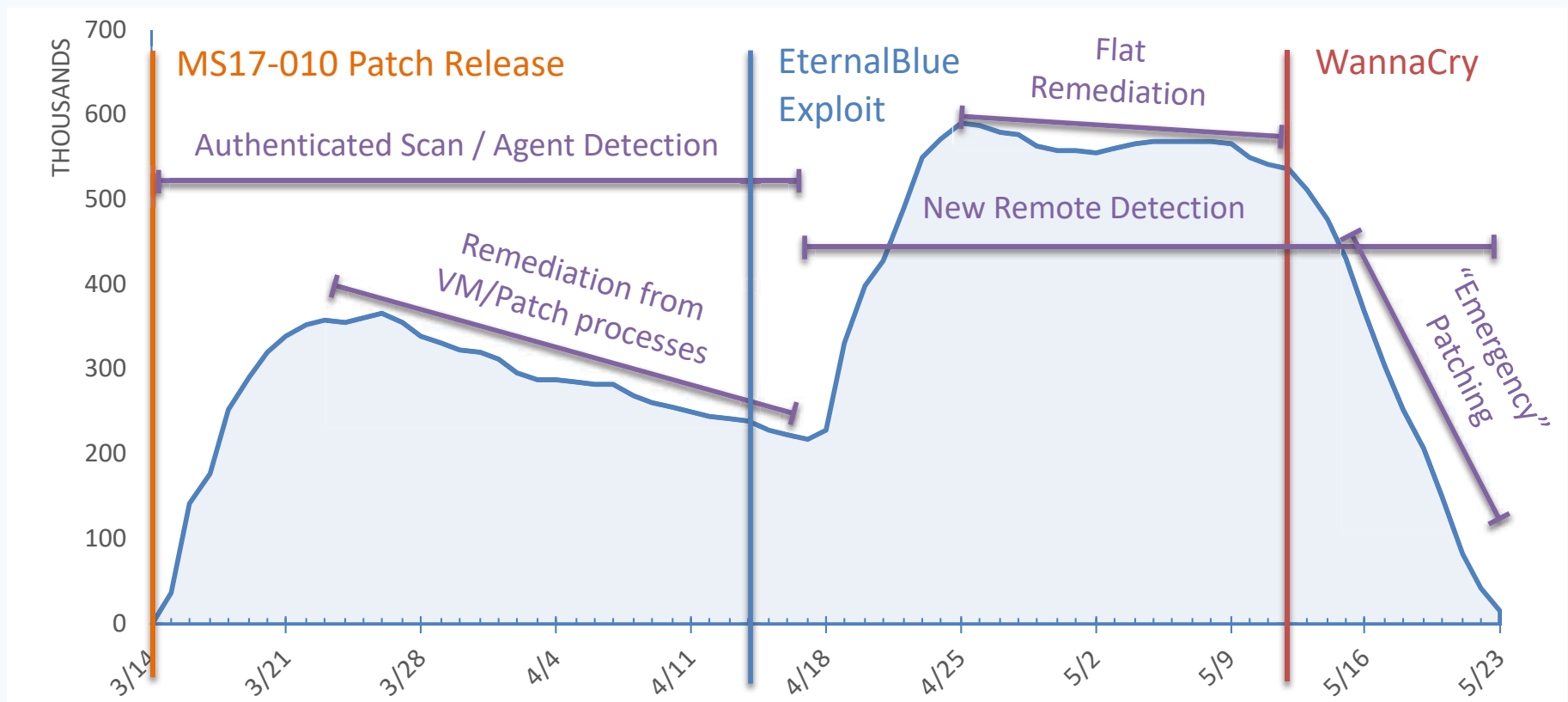
T T R

Time To Remediate



Time Organization is left exposed to risk

# WannaCry Timeline and Remediation



# Effective Vulnerability Management Program



# Asset Management Today

Rapid expansion of IT infrastructure

Highly dynamic environments with enterprise discovery tools make it hard to keep on top of up-to-date asset inventory

CMDBs are out-of-date

Manual grouping and classification of assets doesn't scale



# Vulnerability Management

More devices, more vulnerabilities

To auth or not to auth?

Prioritization needs real-time Threat Intelligence & asset context

Risk-based approach is lacking

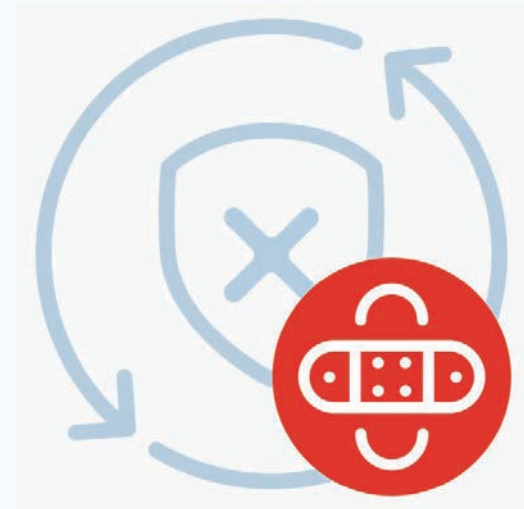


# Remediation Response

More than just patching

Struggle to find right mitigation

Decentralized IT tools & teams



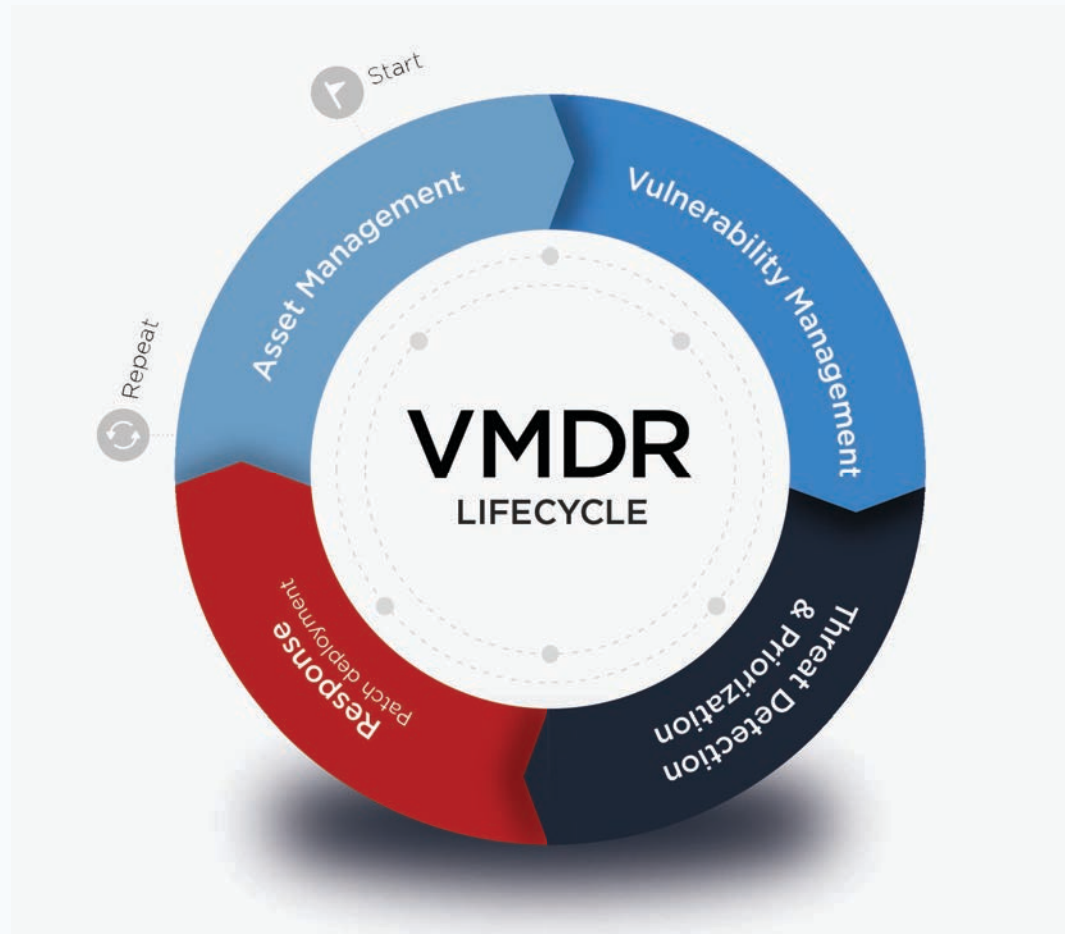


Introducing  Qualys.

# VMDR

Vulnerability Management, Detection and Response

## True Risk Based Vulnerability Management



One solution to Discover, Assess, Prioritize and Fix critical vulnerabilities

# Qualys VMDR – A Game Changer

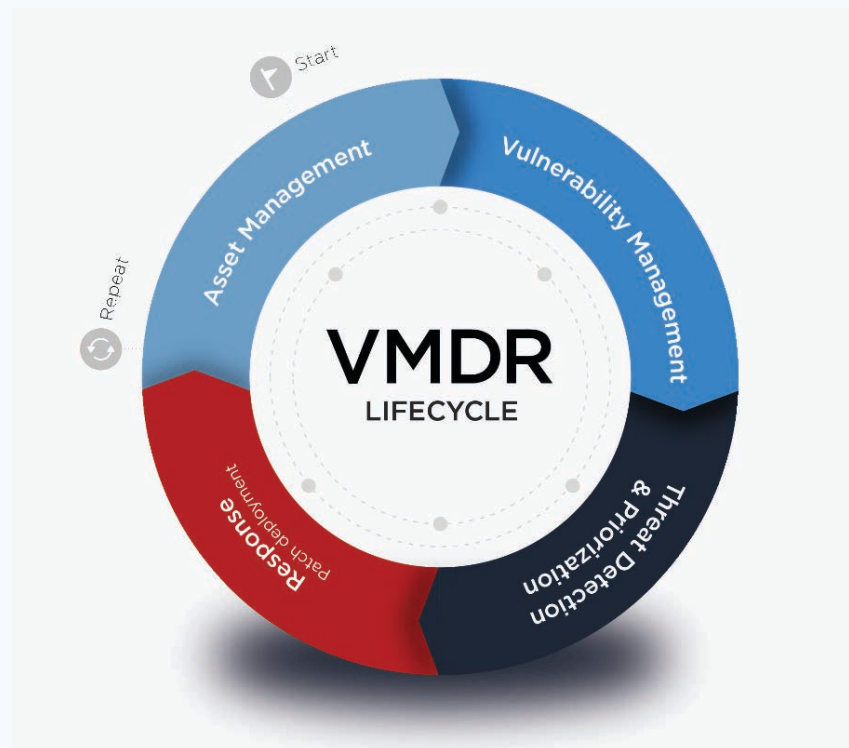
Discover & Inventory all managed & unmanaged assets – Global AI

Auto Organize assets with dynamic rule-based tagging

Continuous Vulnerability Assessment with Cloud Agents

Instant threat prioritization with new context engine

Rapid Response with built-in Remediation



# Quick Demo

# VMDR - Simple Asset-Based Model

Unlimited Cloud Agents  
Unlimited Virtual Scanners  
Unlimited Passive Sensors  
Certificate Inventory  
Cloud Inventory  
Container Inventory  
Mobile Device Inventory

Asset Categorization  
Asset Normalization  
Vulnerability Management  
Configuration Assessment  
CIS Benchmarks  
Continuous Monitoring  
Patch Detection and CVE Correlation  
*CI/CD DevOps Integration*

**Reduce your TTR Starting March 2020!**

# VMDR Experience UI Upgrade

Hello John!

## You are now **upgraded** to the **VMDR Experience**

Discover, assess, prioritize, and patch critical vulnerabilities in real time, across your global hybrid-IT landscape all from a single solution.

How does it impact me?



### **VMDR Experience** upgrade gives you

Near-instant searching and dynamic widgets for tracking and trending vulnerability detections

Continue



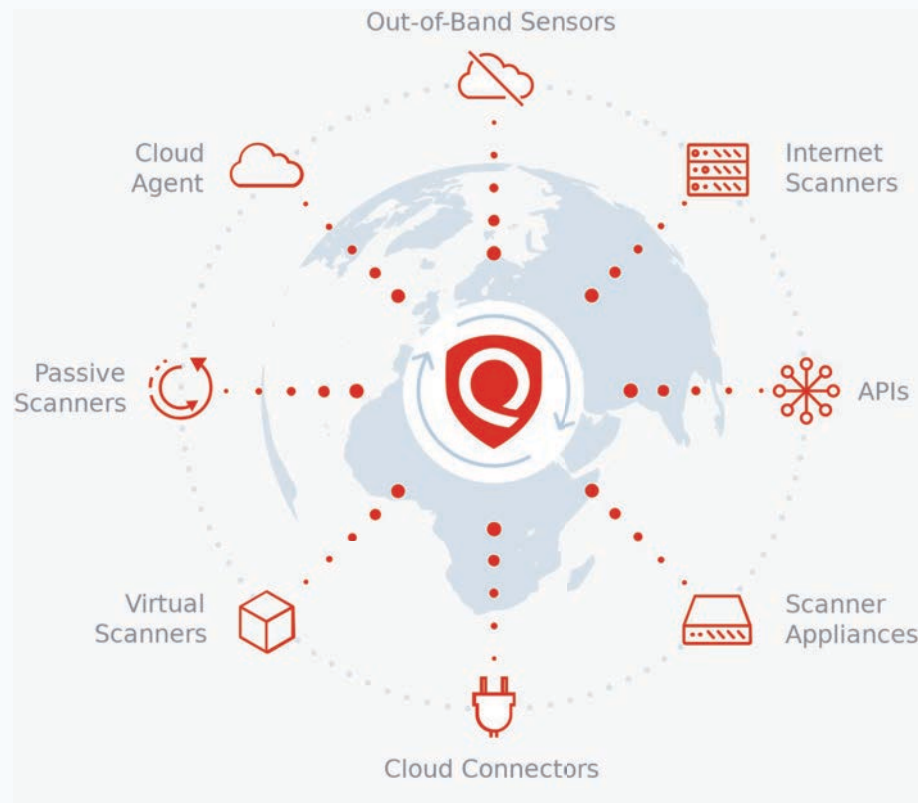
### **Fully Customizable Dashboards**

Fully customizable dynamic dashboards with trending information

Dashboards help you visualize your assets and prioritize vulnerabilities for remediation. Add widgets with search queries to see exactly what you're interested in. You can also export and import Dashboard and Widget configurations to a file in a json format allowing you to share them between accounts or within the Qualys community.



# Cloud Platform Architecture



# Qualys Sensor Platform

## Scalable, self-updating & centrally managed



### Physical

Legacy data centers  
Corporate infrastructure  
Continuous security and compliance scanning



### Virtual

Private cloud infrastructure  
Virtualized Infrastructure  
Continuous security and compliance scanning



### Cloud/Container

Commercial IaaS & PaaS clouds  
Pre-certified in market place  
Fully automated with API orchestration  
Continuous security and compliance scanning



### Cloud Agents

Light weight, multi-platform  
On premise, elastic cloud & endpoints  
Real-time data collection  
Continuous evaluation on platform for security and compliance



### Passive

Passively sniff on network  
Real-time device discovery & identification  
Identification of APT network traffic  
Extract malware files from network for analysis



### API

Integration with Threat Intel feeds  
CMDB Integration  
Log connectors



# Qualys Cloud Platform

19+ products providing comprehensive suite of security solutions

15,000+ customers

8 shared cloud platforms across North America, Europe & Asia

95+ private clouds platforms deployed globally... on-prem, AWS, Azure, GCP

19+ PB storage and 27000 cores



# Qualys Cloud Platform

3+ billion IP scans/audits per year

50,000+ Scanner Appliances

31 million Cloud Agents

2+ trillion security events annually

5+ billion messages daily across Kafka clusters

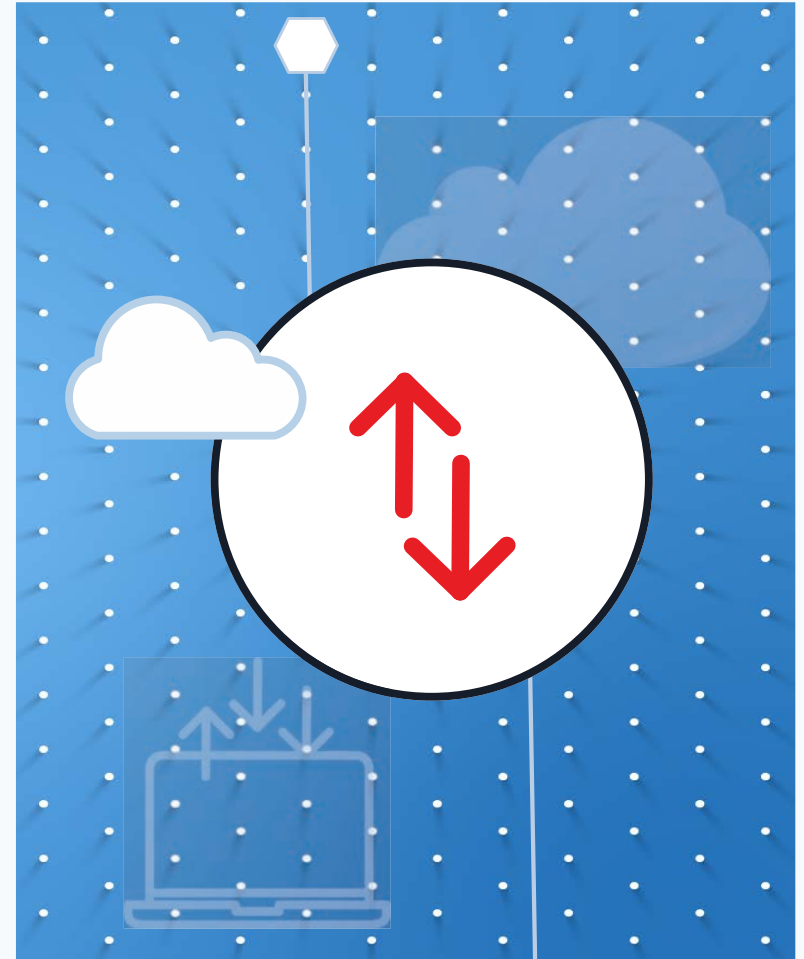
3.2+ trillion data points indexed in our Elasticsearch clusters



# Continued Platform Expansion

ICS OT Environments

SaaS Security & Compliance



# More DRs coming soon

Endpoint Detection & Response  
Cloud Detection & Response  
Container Detection & Response  
Mobile Device Detection & Response  
SaaS Security Detection & Response



# Security Analytics, Correlation & Data Lake

Powerful cloud-based correlation  
and analytics of known &  
unknown threats

Qualys built-in!

Plug-n-Play analytics





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# Thank You

Sumedh Thakar  
[sthakar@qualys.com](mailto:sthakar@qualys.com)