Unveiling VMDR: A Game Changer for Vulnerability Management

Sumedh Thakar
President & Chief Product Officer, Qualys, Inc
TTR

Time To Remediate
Time Organization is left exposed to risk
WannaCry Timeline and Remediation

- **MS17-010 Patch Release**
- **Authenticated Scan / Agent Detection**
- **Remediation from VM/Patch processes**
- **EternalBlue Exploit**
- **Flat Remediation**
- **New Remote Detection**
- **WannaCry**

Date:
- 3/14
- 3/21
- 3/28
- 4/4
- 4/11
- 4/18
- 4/25
- 5/2
- 5/9
- 5/16
- 5/23

Thousand:
- 0
- 100
- 200
- 300
- 400
- 500
- 600
- 700

Qualys
Effective Vulnerability Management Program

Asset Inventory
- Do you know what all your assets are and where they are?

Patch Management
- How can you deploy patches to close high-impact vulnerabilities?

Vulnerability and Config Assessment
- Do you know how many open vulnerabilities & misconfigs?

Threat Risk and Prioritization
- Can you prioritize remediation based on threat intelligence?
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CMDBs are out-of-date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
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
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 tracing and trending vulnerability detections

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
Thank You

Sumedh Thakar
sthakar@qualys.com