



Driving Down Risk with the Qualys Cloud Platform



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Tom Scheffler

- ✔ **Security Operations Manager, Cintas Corporation (7 years at Cintas)**
- ✔ **14 years of IT operations experience with focus on cybersecurity and system integration**
- ✔ **Qualys Certified, Member of the National Technical Honors Society**



Cintas (Nasdaq - CTAS)

Cintas Corporation is an American corporation headquartered in Mason, Ohio which provides a range of products and services to businesses

47k Employees



\$10 B in revenue



11,000+

routes distributing products and services



**APPROXIMATELY
43,000**

employee-partners



13

distribution centers



**MORE THAN
\$1.24B**

in net income



Our Underlying Challenge

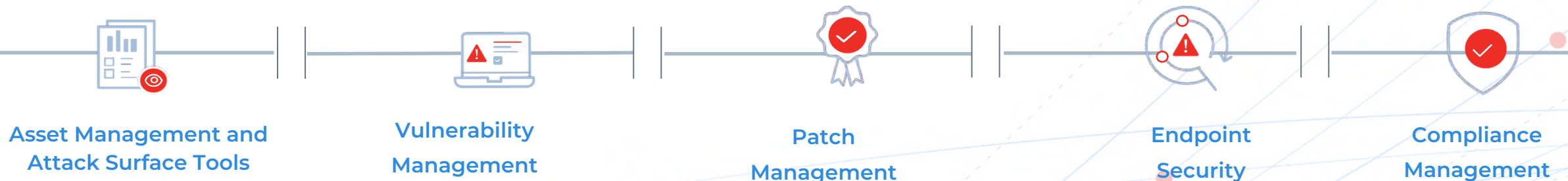
Security tooling was disjointed and brokered

Challenge

- Separate point-solutions.
- * • Slower response to Vulnerabilities
- Division between cloud and other solutions

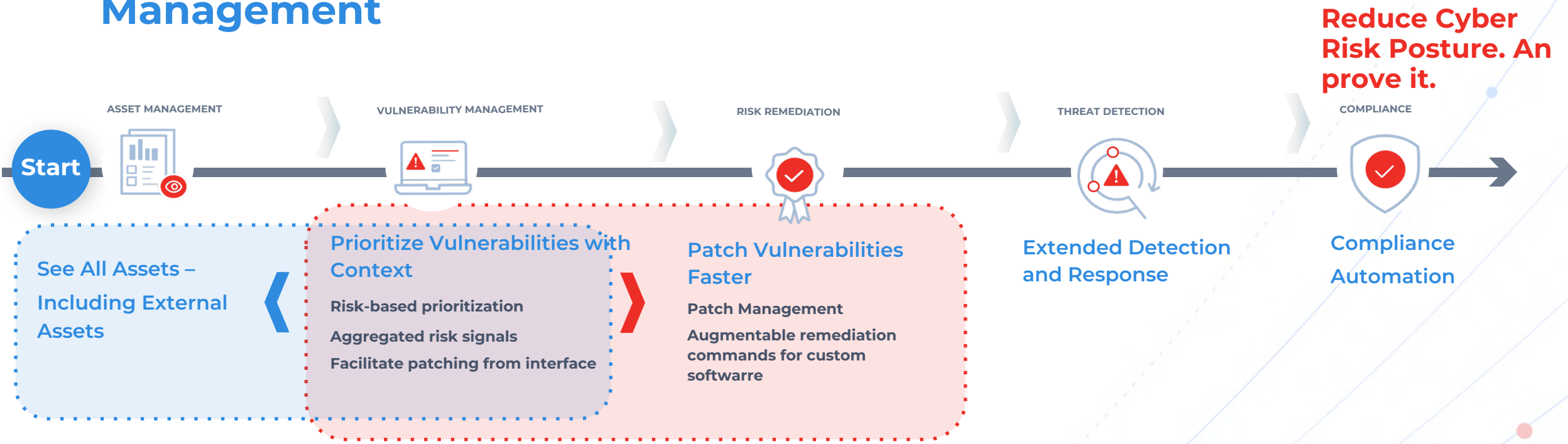
Consequence

- Cyber risk is unmanageable
- Security teams inundated with daily patching
- Growing Cyber Risk insurance premiums



Full Cycle Vulnerability-Patch Management

Vulnerability Management that Includes Asset and Patch Management

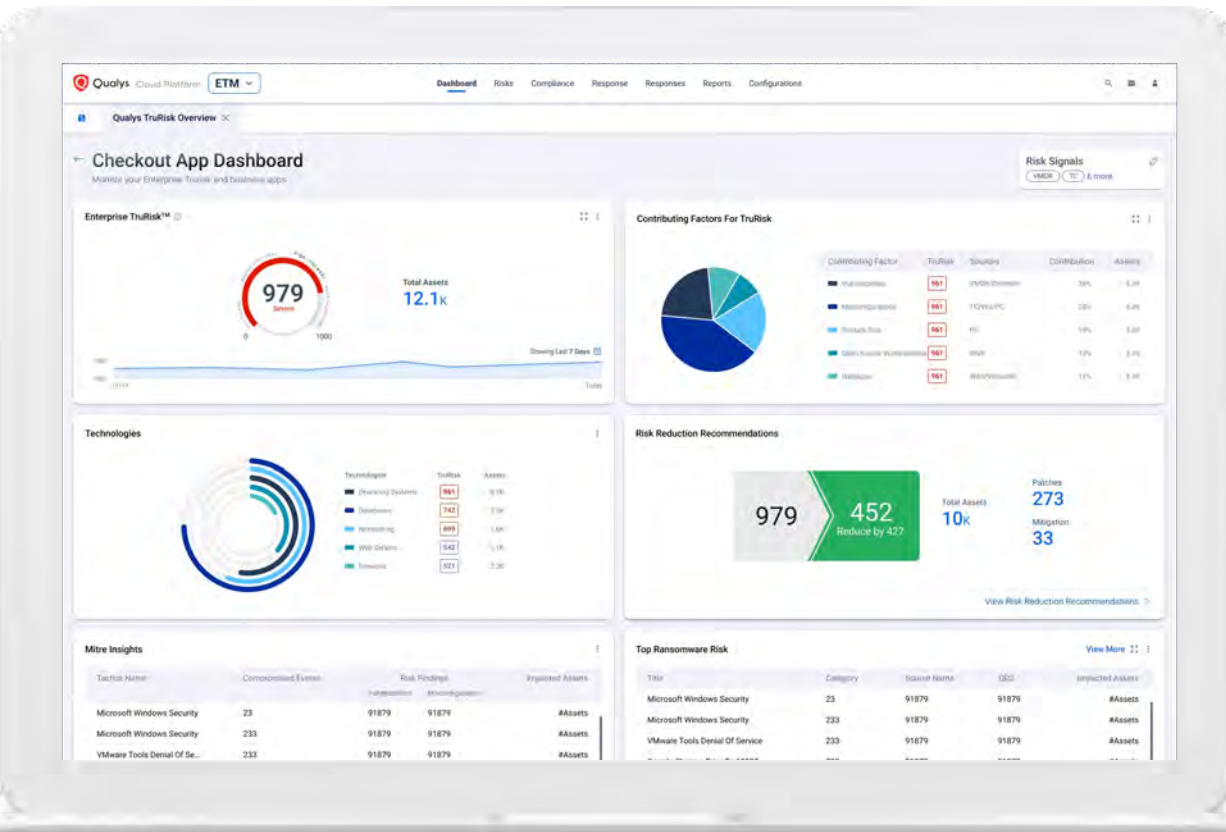


See Everything in our sprawling environment

Allows security teams to prioritize and ACTION according to business risk (aka TruRisk)

Consolidating Solutions under TruRisk

How Qualys Helps Reduce Cyber Risk



Unification of asset intelligence from the entire network.

Measure and quantify cyber risk by asset group – and present it clearly

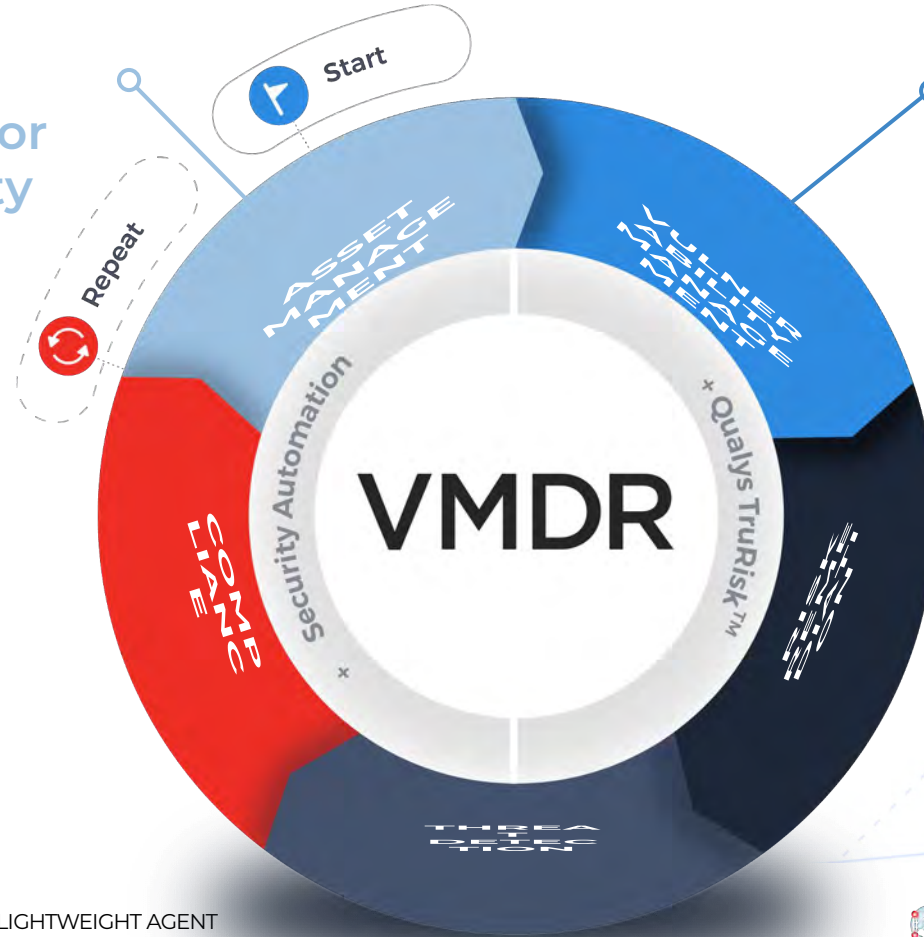
Department comparison according to risk posture

Improve MTTD/MTTR to vulnerabilities – network wide.

The Solution for CINTAS®

VMDR, CSAM, and Patch Management

CyberSecurity Asset Management (CSAM) for complete asset visibility

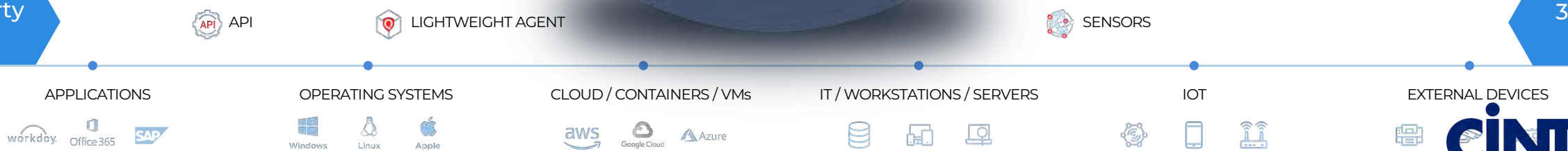


VMDR for risk-based vulnerability prioritization and centralized view of environment

Qualys Patch Management for rapid remediation

First-Party OSS

3rd Party Data



Expanding Visibility to External Assets Augments Vulnerability Management

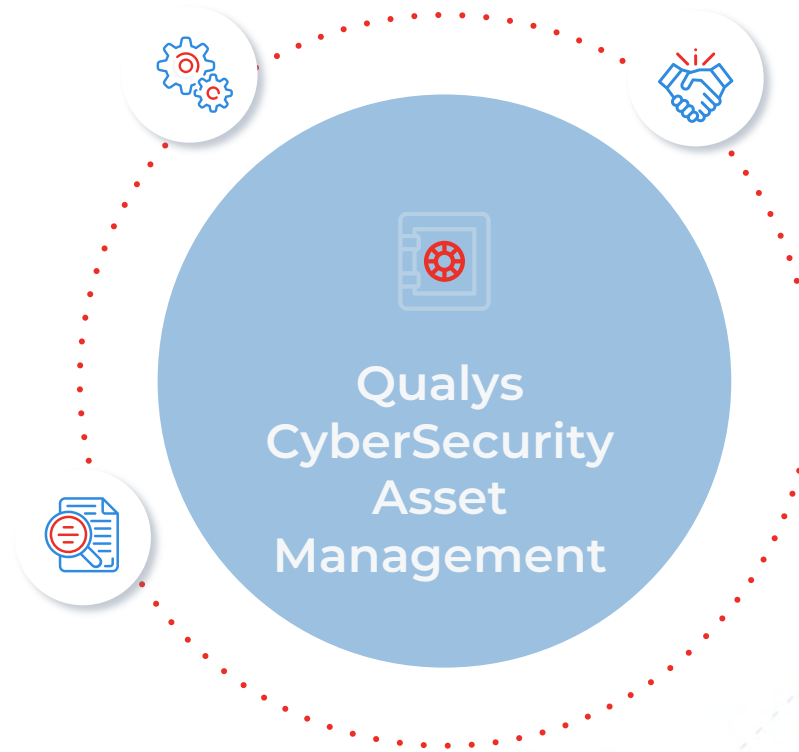


100% Asset Visibility of external assets

- Augments VM program with complete asset and asset group visibility

Software Supply Chain Acquisition Visibility

- EOL/EOS monitoring
- New app data acquisition



Reportable Security Hygiene

- Allows CINTAS to illustrate security risk posture with a complete asset view with granular risk exposure details

**~300%
Increase**

in visibility to external internet-facing assets

Automated and Integrated Remediation Reduces Risk Faster



Risk-Prioritized Remediation

- Qualys tells us what the vulnerabilities are and rates them according to risk (beyond CVSS)

Remediation Automation

- Zero-touch patching for browsers (weekly and daily)
- OS and Third-Party
- Know the 'last-usage' of software to patch or uninstall.
- Does not require VPN.



Collaboration

- RBAC
- Gamification of security posture and remediation response times
- Service-provider performance monitoring

87%

Reduction in MTTR (2 months to 7 days)

A Risk-based Approach Helps Prioritize what Matters Most for Security Teams



Leverage Dashboards To Communicate Risk

- Provides intuitive, customized dashboards
- Share risk visibility organization from C-Level execs to practitioners

Identifies All Risks with TruRisk

Cyber risk according to:

- Business impact
- Exploitability
- Criticality



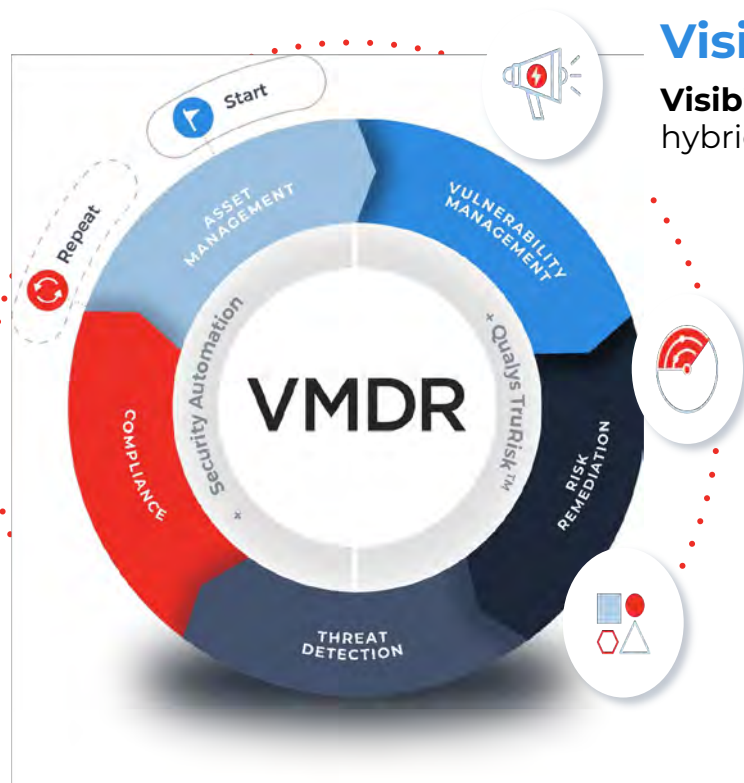
Accurately detect and communicate risk profile in real-time

Allows CINTAS to detect new vulnerabilities in 4 hours or less

61% Risk Reduction

Using Qualys TruRisk

Everything Visibility, Prioritization, and Remediation in One Place



Visibility

Visibility across All known, unknown assets across the hybrid environment

Risk-Based Prioritization

Prioritized response based on risk of exploitation, and **impact to business**

Remediation

Reduces MTTR by **leveraging automation** for remediation

Qualys was a partner in our strategy to increase **visibility, prioritized remediation, and a risk-based approach to vulnerability management**

Double Digit Decrease

In Cyber Insurance Savings



Qualys®