



Sales Reference Guide: **Overview**

How Does QualysGuard Help My Customers?

QualysGuard provide the easiest-to-deploy, most accurate, comprehensive, and affordable way to reduce security risks and meet compliance requirements. On demand from any Web browser, you or your clients can identify, manage, fix and report on network vulnerabilities and misconfigurations that make 99% of attacks possible. As a Partner, QualysGuard enables you to help your clients cut their vulnerability and compliance management expenses by 50-90% when compared to traditional software scanning solutions.

Recognition

SC Magazine Readers Choice Awards

- Best Security Product (2007)
- Best Vulnerability Assessment (2007)
- Best Audit and Vulnerability Solution (2007)
- Best Vulnerability Assessment and Remediation (2006)
- Best European Security Company (2006)
- Best European Security Solution (2006)
- Best Enterprise Security Solution (2006)
- Best SME Security Solution (2006)
- Best Security Company Finalist (2005)
- Best Security Service (2004)
- Editor's Award (2004)

Information Security Magazine Readers Choice Award

- Best Vulnerability Management Solution (2007)

CNET UK Technology Awards

- Security Product of the Year (2005 and 2006)

AlwaysOn 100 Awards 2006

- Top Private Company

TechWorld.com Network Awards

- Best Network Protection Service of the Year (2005)

NetworkWorld Clear Choice Award

- Best Vulnerability Management Solution (2004)

IDG Network Awards

- Best Network Protection Service of the Year (2004)

Clients

Some of our notable clients include:

ABN AMRO	CIGNA	Hewlett Packard	Oracle
Adobe	Cingular	Hitachi	Siemens
BASF	DuPont	ICI	Sony
BlueCross/BlueShield	eBay	McDonald's	Toshiba
Chevron	Fujitsu	NYBOT	WebEx
Philips	Hershey's	Nissan	

Contacts

Main Phone: 650 801 6100
Main Fax: 650 801 6101

24x7 Support
International: 866 801 6161
Local: 650 801 6161
support@qualys.com

Director of Strategic Alliances
Fred Courtot
650 801 6108
fc@qualys.com

VP of Sales – (Enterprise) N America
John Wilson
646 645 8250
jwilson@qualys.com

Partner Sales Support (SMB) – N. America
Jonathan Bittle
650 801 6168
jbittle@qualys.com

Managing Dir. – Canada / S America
Lars Graefe
416-619-5381
lgraefe@qualys.com

Dir. Inside Sales - EMEA
Ashley Wright
+44 17 53 87 20 80
awright@qualys.com

Managing Dir. – Southern EMEA
Cyril Simonnet
+33 1 41 97 35 83
csimonnet@qualys.com

Managing Dir. – Central EMEA
Lothar Michel
+49 62 51 85 88 48
lmichel@qualys.com

Managing Dir. – Asia Pac/Australia
Terence Chau
+852-3163-2888
tchau@qualys.com

Managing Dir. – Japan/Korea
Shoichi Kikuchi
+813-6860-8295
skikuchi@qualys.com

QualysGuard Offerings

QUALYS GUARD® ENTERPRISE

Highly scalable on demand vulnerability management for large, distributed organizations.

QUALYS GUARD® EXPRESS

Easy-to-use on demand vulnerability management for small to medium sized organizations and enterprise business units. Packages max out at 128 external IP's and 3072 total IP's. Includes one Scanner Appliance and three user accounts.

Perimeter-Only Scanning

Focused on the SMB market and department deployments in large enterprises that only want to scan their network perimeter. Packages up to 128 external IP's.

QUALYS GUARD® CONSULTANT

For your consulting practice to address dynamic scanning requirements of your customers.

QUALYS GUARD® PCI

Automated scanning, reporting to meet PCI requirements.

Qualys At-A-Glance

Founded: 1999. Privately held.

Offices: Canada, France, Germany, Hong Kong, Japan, UK, and throughout the US

Employees: 160+

Headquarters: Redwood Shores, CA (US)

Website: www.qualys.com

– De-Facto Standard for Vulnerability Management

QualysGuard is used by over 3,000 customers, 30% of the Fortune100 and over 200 Forbes Global 1000 companies.

– 150+ Million Audits per Year

QualysGuard is the widest deployed security on demand solution in the world, now performing over 150 million IP audits per year and growing annually at more than 46%.

– Six-Sigma Accura Accuracy

QualysGuard delivers Six-Sigma, 99.997% accuracy (less than 3.4 errors per million scans) across its platform – the most reliable in the industry.



Sales Reference Guide: **Positioning**



What Makes QualysGuard Unique?

With no software to install or maintain, and being fully-manageable from a Web browser, QualysGuard is immediately ready for network auditing engagements, regardless of client size. QualysGuard is fully automated and requires no management of scanning infrastructure. Other unique benefits include:

- **Immediate Deployment and Ease-of-Use:** Requiring no software deployment and accessed via a web browser, QualysGuard is accessible to authorized users anytime, anywhere. Straightforward, AJAX-based user interface guides security professionals through the entire process of network discovery, auditing, reporting, and vulnerability management.
- **Accuracy:** With 99.997% proven accuracy, false-positives—which plague software-based solutions—are extremely rare. Qualys' KnowledgeBase, updated daily, is the most comprehensive database of vulnerability and security checks available.
- **Scalability:** QualysGuard is built to support the needs of small, midsized, and large businesses. Auditing additional networked assets, or entirely new networks and network segments, requires no additional software or hardware to deploy.
- **Reporting:** QualysGuard's flexible reporting engine allows users to generate and consolidate reports from multiple scans and IPs. Reports are used by executives, auditors and administrators alike—and are fully customizable—to help customers meet internal security policies, as well as regulations such as Sarbanes-Oxley, HIPAA, SB 1386, and other mandates.
- **Security:** Qualys has the industry's most secure method of supplying customers with their network auditing and vulnerability management data. Not even Qualys employees can access the fully-encrypted information. Scan results are encrypted at rest and in transit. Customers can control who has access to the data and what part of it they can access. Complete audit trails are available to ensure the integrity of this data at anytime.
- **Cost Effective:** As a Web-based service customers do not need to invest in additional hardware, software, or infrastructure to run network security audits. Accurate scanning results and comprehensive reports eliminate the time-consuming process of researching false-positives or manually compiling results and reports.

Qualys vs. the Competition

With other solutions, organizations are forced to manually install, harden, and deploy scanners. They must remember to update vulnerability signatures daily. Midsized and larger enterprises must deploy and undergo this process for multiple scanners at various network segments – causing significant difficulties. This is redundant, expensive, and error-prone. What's more, there's no viable way to gather and centralize vulnerability trending data or gain insight into the level of risk across the organization with meaningful reports. The result: Other solutions are unwieldy, costly, and inaccurate. Most importantly, they fail to scale adequately to meet the demands of large infrastructures, and they're too expensive for small businesses. QualysGuard has the benefits only available in a software-as-a-Service (SaaS) solution. The QualysGuard Difference:

- **Lowest TCO.** Predictably low total cost of ownership with no hidden fees or costs.
- **Highest Accuracy.** QualysGuard produces fewer than 3.4 defects—per one million scans.
- **Least Intrusive.** QualysGuard checks are non-intrusive and will not knock systems offline.
- **Most Comprehensive** database of vulnerabilities and security checks.
- **Most Secure.** All security data is vaulted within the Qualys data center.
- **Independent Results.** QualysGuard provides independent third-party risk assessments that satisfy regulators and internal auditors.

Objection Handling

We do not want data to leave our network. Is your data storage safe and secure?

QualysGuard is the most secure way to manage and store vulnerability data. Resulting scan data is always fully secured and encrypted within Qualys' Secure Operations Center. And data is available only to authorized users. QualysGuard protects vulnerability data at every layer including:

- Strong Encryption protects data at rest.
- Strong HTTPS (SSLv3) encryption protects data in transit.
- Only authorized users, based on specific roles and privileges, can access data assigned specifically to them.
- QualysGuard provides complete tamper-resistant audit logs.
- Application level security is provided for restricting access to specific IP addresses.
- Optional RSA SecurID two-factor authentication.
- Qualys SOC is fully SAS-70 Level II compliant.

The vulnerability assessment solutions we have in place already produces too much information... we're overloaded with work.

QualysGuard results are accurate and provide succinct, immediately actionable remediation information, displayed in insightful reports grouped by your most critical business units and assets. QualysGuard saves time while more efficiently improving network security and regulatory compliance. Your team will not waste time tracking down false-positives and scrambling to identify, fix, and verify applied patches across your entire network.

We already have a vulnerability scanner, and don't need another tool.

As a web-based service, QualysGuard quickly, reliably, and accurately identifies vulnerabilities and prevents fast-moving exploits from impacting your organization. QualysGuard's comprehensive auditing and risk management capabilities can't be matched by competitors or open source alternatives. To demonstrate our confidence in QualysGuard, we invite you to conduct network audits free and, with no obligation, to test for yourself how Qualys compares to your current scanners.

Our company already patches, and has deployed firewalls, IDS, etc. I don't think we need vulnerability management.

Firewalls, anti-virus, intrusion detection systems don't provide adequate protection. Firewalls enable most Internet traffic to flow freely, while anti-virus and intrusion detection systems are reactive defenses. QualysGuard complements these defenses and provides proactive vulnerability management that remedies the software security flaws that make the vast majority of attacks possible.

We conduct quarterly penetration tests, so why do we need QualysGuard?

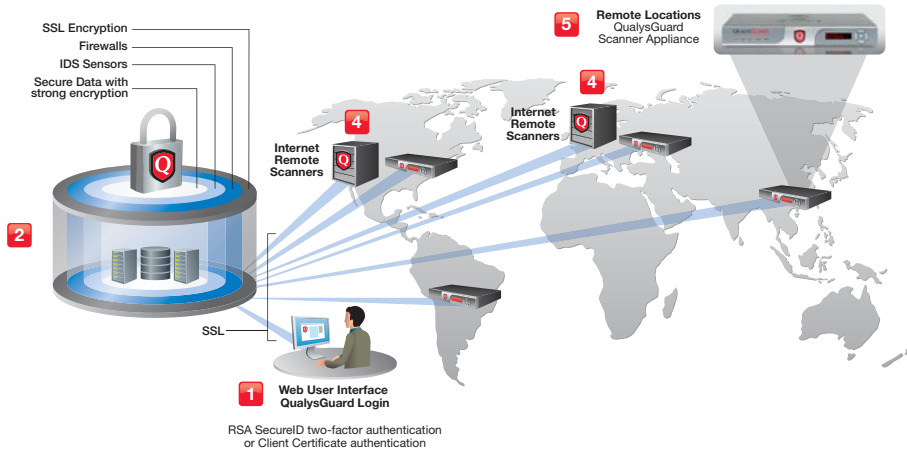
Because new software security flaws are announced daily, IT systems change so rapidly, and misconfigurations can be introduced into the network every month, Pen tests only provide a brief, point-in-time assessment of network security and are not a substitution for ongoing auditing, and vulnerability management. With QualysGuard you can fully automate security assessments and reduce the time between audits from yearly or quarterly, to monthly, weekly or, perhaps for critical devices, even daily. You can decide how often a vulnerability assessment is required; varying from device to device, from network to network. Scans can be scheduled or performed on demand. Security experts recommend most companies schedule weekly scans and conduct on-demand scans after a security policy change or before new devices are deployed into a production environment.



QualysGuard Global Infrastructure

Qualys has built a Global Web Service Infrastructure, developed from the ground up, to automate network security auditing and vulnerability management. QualysGuard is a management-free solution that offers the lowest total cost of ownership because there are no hidden operational or administrative costs. There are no costs for system maintenance, database administration, capacity planning, data encryption or key management.

QualysGuard Secure Operations Centers (SOCs)



1 Web User Interface – QualysGuard Login

The Web User Interface provides secure access to QualysGuard at any time, from anywhere. From a standard Web browser users can launch scans, examine vulnerability trends, access fix information and track vulnerability tickets.

2 Secure Operations Centers

Provides secure storage and processing of vulnerability data on an n-tiered architecture of load-balanced application servers. High availability continuously monitored safe datacenters host physically and logically secure databases with encrypted data storage.

3 KnowledgeBase

The intelligence that powers QualysGuard's comprehensive network security audits and vulnerability management. Qualys updates the KnowledgeBase daily with new vulnerability signatures, validated fixes and signature improvements. Continuous automated updates ensure QualysGuard users that they are always testing for the latest vulnerabilities.

4 Internet Remote Scanners

Qualys hosts a collection of Internet Scanners optimized to scan publicly facing IPs globally via the Internet. In this manner, QualysGuard scans and processes audits in parallel for optimum speed. The inference-based scanning engine employs an untrusted approach for greater accuracy and scalability, delivering reliable results and scalable performance.

5 QualysGuard Scanner Appliances

Appliance versions of the Internet Remote Scanners enable customers to bring QualysGuard's assessment capabilities to their internal networks. Installed in minutes and requiring no maintenance by the user, the hardened Linux appliance needs no special firewall configurations to obtain updates and new vulnerability signatures and perform scan jobs, returning results securely over a standard SSL-encrypted channel.

The SaaS Advantage

Software as a Service (SaaS) is a software delivery model that runs on a subscription-based fee. The users do not buy the license of the software, but only the right to use it. Therefore, Qualys retains the responsibility of supporting hardware, and maintenance of the solution.

- No capital expenditure, extra human resources or infrastructure to deploy or manage.
- No software license, maintenance contract and expensive upgrades.
- Subscription based—customers can switch vendors at any time.
- Lower and predictable TCO.
- Can be used anytime, anywhere, on demand.
- Vulnerability signatures and patches are released transparently and in real time.
- Highly scalable, easily deployable and fully distributed.
- Especially secure and tamper proof. All in-transit and in-storage data is encrypted.

QualysGuard Availability and Accuracy

- Over 99.95% Availability over past 5 years.
- 99.997% Scan Accuracy, Six-Sigma (less than 3.4 errors per million scans).
- Performing more than 150 million IP Audits per year.

Integrations

QualysGuard includes an extensible XML API for integration with 3rd party commercial and customer internal applications that is documented with code examples. This API is leveraged by our integration partners and customers. To assist with monitoring and compliance the API provides XML results that are easy to parse and re-inject into applications in areas such as:

- | | |
|--|------------------------------|
| – SIEM (Security Information and Event Management) | – IDS/IPS |
| – Patch Management | – Network Patching |
| – Help Desk | – Network Behavior Analysis |
| – Risk Management | – Security Policy Management |
| – Network Access Control | – Penetration Testing |

To see a listing of the products in these areas in which QualysGuard integrates, please visit: <http://www.qualys.com/products/qgent/integrations/>



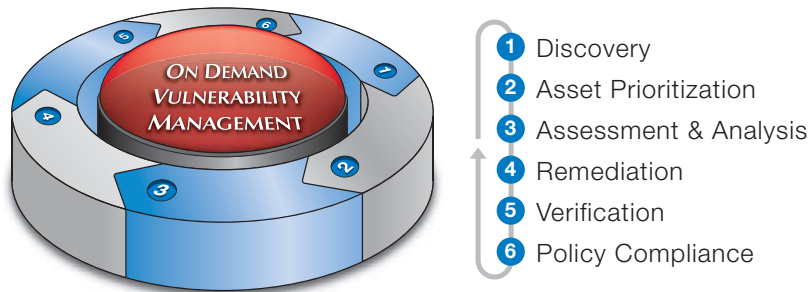
Sales Reference Guide: Vulnerability Management Process



Vulnerability Management Lifecycle Process

The rate at which new security vulnerabilities are being discovered continues to increase and the time it takes to develop and share exploits for those vulnerabilities (in the form of manual exploits, worms, viruses and Trojans) continues to decrease. As a result, it is no longer sufficient for organizations to perform yearly or even quarterly network audits. According to Best Security Practices, organizations should perform vulnerability management on a daily or weekly basis to prevent attacks. Qualys automates the entire vulnerability management lifecycle in these six critical steps:

QUALYSGUARD VULNERABILITY MANAGEMENT LIFECYCLE



Step 1: Discovery

- Discover all assets across the network, and identify host details including operating system and open services.

Step 2: Asset Prioritization

- Manage your network by categorizing assets into groups or business units.
- Assign a business value to asset groups based on its criticality to your business operation.

Step 3: Assessment and Analysis

- Determine a baseline risk profile so you can focus on eliminating risks based on asset criticality.
- Identify security vulnerabilities on a regular automated schedule.
- Measure the level of business risk associated with your assets according to your security policies.
- Trend overall security posture over time.

Step 4: Remediation

- Prioritize and fix vulnerabilities by business risk.

Step 5: Verification

- Verify the elimination of threats through follow-up audits.

Step 6: Policy Compliance

- Establish appropriate security policies, processes, and standards that support regulatory and organizational compliance.
- Achieve compliance and spot emerging issues through fully secure audit trails and trend analysis.

QualysGuard interfaces

The screenshots show the QualysGuard Enterprise interface. The top dashboard includes sections for 'Vulnerabilities by Severity Level', 'Vulnerabilities by Status', and 'Open Tickets by Severity Level'. Below this is a 'Top 10 Tickets' table and a 'Qualys Top 10 Vulnerabilities' table. A 'Business Units Report' for January 11, 2007, is also shown, including a 'Report Summary' and a 'Summary of Vulnerabilities' table. The bottom screenshot shows a 'Business Risk by Asset Group Over Time' line chart.

Ticket #	Hostname	IP Address	Due Date	Owner
00023	fridge.qa.qualys.com	10.10.10.1	12/13/2004	Charlie Patton (qaqa_ig)
00101	fridge.qa.qualys.com	10.10.10.1	12/13/2004	Charlie Patton (qaqa_ig)
00118	fridge.qa.qualys.com	10.10.10.1	12/13/2004	Charlie Patton (qaqa_ig)
00234	freeseer.qa.qualys.com	10.10.10.2	12/15/2004	Willie Brown (qaqa_wb)
00068	icobox.qa.qualys.com	10.10.10.23	12/15/2004	Son House (qaqa_sh)
00103	icobox.qa.qualys.com	10.10.10.23	12/15/2004	Son House (qaqa_sh)
00022	freeseer.qa.qualys.com	10.10.10.2	12/16/2004	Willie Brown (qaqa_wb)
00200	dary.qa.qualys.com	10.10.1.54	12/16/2004	Robert Johnson (qaqa_rj)
00012	fridge.qa.qualys.com	10.10.10.1	12/16/2004	Charlie Patton (qaqa_ig)
00010	icobox.qa.qualys.com	10.10.10.23	12/20/2004	Son House (qaqa_sh)

CVE	Severity	Count	Info
124895	Microsoft	124895	Microsoft
254780	Microsoft	254780	Microsoft
431390	Microsoft	431390	Microsoft
457890	Microsoft	457890	Microsoft
053422	Research	053422	Research
725403	Microsoft	725403	Microsoft
223495	Research	223495	Research
257348	Microsoft	257348	Microsoft
562344	Microsoft	562344	Microsoft
345939	Microsoft	345939	Microsoft

Severity	Confirmed (Trend)	Potential (Trend)	Total (Trend)	Information Gathered
5	10 (+4%)	-	10 (+4%)	-
4	31 (+4%)	-	31 (+4%)	-
3	73 (+15%)	-	73 (+15%)	-
2	84 (+7%)	-	84 (+7%)	-
1	100 (+4%)	-	100 (+4%)	-
Total	298 (+3%)	-	298 (+3%)	-

The QualysGuard interface makes it easy for your clients to utilize the vulnerability management, compliance and reporting functionality that is most critical to them. The user-friendly interface provides one-click access to all functionality from the user's Dashboard.

Accurate, concise, auto-generated Reports provide real-time illustration of risk and can be customized for various users and groups. Examples of reports include:

- Detailed scan reports – all CVE-linked and Bugtraq-referenced – with verified remediation actions for technicians.
- Automated trending and differential reporting.
- SANS Top 20 report for industry baseline.
- Automated MasterCard SDP / Visa CISP Compliance reporting.
- Top 10 reports on most prevalent vulnerabilities (both internal and external).
- Network topology visualization of all discovered hosts.
- Export to HTML, MHT, PDF, CSV, XML and a variety of formats.