

QUALYS® PARTNER NEWSLETTER

Q3 2009

Qualys Security Conference 2009 *Security in the Cloud*

Dates Announced for San Francisco, Munich, London, and Paris

Qualys Partners are cordially invited to attend the 2009 Qualys Security Conference. The conference will provide an opportunity for you to share best practices with fellow QualysGuard users, other Partners, and industry experts.

The conference continues to serve as a 'live' connection between customers and Qualys engineers building the next generation of Software-as-a-Service (SaaS) security solutions. In addition, the conference provides you with a first-hand view into Qualys' future roadmap.

Dates for the conference include:

- [San Francisco, USA \(October 5th & 6th, 2009\)](#)
- [Munich, Germany \(November 10th, 2009\)](#)
- [London, UK \(November 12th, 2009\)](#)
- [Paris, France \(November 17th, 2009\)](#)

Agenda highlights for the San Francisco event include:

- Presentations from security industry experts
- Qualys' future direction and product roadmap
- Customer-presented case studies and best practices
- Product/feature feedback sessions
- Round tables and 1-on-1 sessions with Qualys engineers
- Qualys' 10th year anniversary reception and dinner party
- Complimentary full day QualysGuard training and certification courses

There is no cost to attend the 2009 Qualys Security Conference.
[Register now](#) to reserve your spot.



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UPCOMING: Training & Certification Courses

- SEP 2: DALLAS & NYC
- SEP 3: FRANKFURT
- SEP 8: LONDON
- SEP 9: PHOENIX
- SEP 9: UTRECHT, THE NETHERLANDS
- SEP 9: TAMPA
- SEP 9: MIAMI
- SEP 9: TORONTO & MONTREAL

[MORE COURSE DATES](#)

[LIVE & RECORDED WEBINARS](#)

[TRADESHOWS](#)



Product News

QualysGuard 6.6 Release – New Functionality

Qualys announces the availability of QualysGuard 6.6 beginning August 27th for clients using the US Secure Operations Center and September 10th for the EU Secure Operations Center.

This new release provides further enhancements to QualysGuard's Vulnerability Management and Policy Compliance modules. QualysGuard 6.6 also incorporates soon to be released Scanner Appliance capabilities.



Highlights of QualysGuard 6.6 include:

- **Policy Compliance** provides new trending reports allowing auditors to track the changes/trends over time in the customers' policies for Control Compliance, Active Hosts, and Policy Controls.
- **Vulnerability Management** enhancements include: a faster, easier way to rerun a previously run scan; additional scanner management; and newly updated APIs.
- **Scanner Appliance Software 2.4** adds remote management features and the new activation mechanism for appliances. This allows Partners to build a better deployment plan for their customers by making the provisioning and the configuration process easier. The new Scanner Appliance features will be phased in starting September 1, 2009.

New Scanner Appliance features include:

- New Authentication Method for appliance logins using an Activation Code.
- New Remote Console VT100 interface supporting remote appliance management and configuration.
- New Proxy configuration settings to support proxy failover

>> [Learn more about QualysGuard 6.6.](#)

IT GRC: Integration and Convergence

New Partnerships with Archer & Modulo Extend Compliance Capabilities

In response to the increasing pressure of regulatory and compliance mandates (e.g. SOX, PCI, GLBA), many organizations are attempting to provide comprehensive reporting for their IT GRC initiatives. By leveraging integration points between different solutions, customers can significantly reduce the total cost of data collection and compliance reporting and can significantly increase reporting possibilities.

As a result, Qualys customers have been leveraging QualysGuard's robust API's as an integration point to centralize their vulnerability and configuration assessment information into consolidated data repositories provided by IT GRC software vendors such as [Modulo](#) and [Archer Technologies](#) – both of which are new Qualys integration partners.

To compliment Qualys' data collection service, IT GRC solutions like Archer and Modulo often serve as a central presentation and focal points for IT GRC programs. These solutions provide enterprise-wide views and top level dashboard summaries of the overall compliance and risk posture across the entire IT GRC spectrum – merging the concepts of people, process, and technology into a single presentation layer.

To learn more about Qualys' IT GRC partnerships and technology integrations, please contact Qualys at 650.801.6100 or via email at malderman@qualys.com.

QUALYSGUARD PCI CONNECT

Phase 1 of QualysGuard PCI Connect Launched Streamlines the PCI DSS Certification and Validation Process

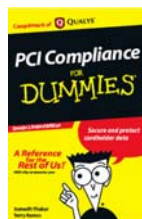
[QualysGuard PCI Connect](#), allows ASV partners utilizing the QualysGuard PCI Portal to educate their customers on available solutions to meet the requirements of the PCI DSS.

In Phase 1 of PCI Connect the Partner will be able to provide a link directly in the SAQ to information or resources that help the merchant understand a specific question and available solutions. As an example, as the merchant is answering a question in the SAQ, a link would be available to the Partner website that explains to the merchant what's required and offers professional services. This will give merchants the information they need and further engage Partners to provide additional services needed by merchants.

Phase 2 of QualysGuard PCI Connect will further build the Partner relationship with their customers by allowing the customer to import audit evidence directly into the SAQ – so that it can be reviewed and accepted by the merchant, ISO/acquirer and Partner. This functionality will enhance the merchant experience by allowing them to:

- See detailed results throughout the entire organization when answering SAQ including related evidence for all requirements of PCI DSS
- Track their compliance status on an ongoing basis.

Phase 2 of QualysGuard PCI Connect will be available in late September 2009.



FREE eBook:
PCI Compliance for Dummies
by Terry Ramos & Sumedh Thakar

[Get PCI Compliance for Dummies](#)

NOTICE: Partner Newsletter Distribution List New Email Alias Procedure Effective Q1-2010

Beginning with our Q1 2010 Newsletter, all Qualys partners will need to have an email account/distribution list within your organization consisting of authorized personnel that should receive the Partner Newsletter.

Newsletters in 2010 will be sent exclusively to: QualysPartnerNews@<YOURCOMPANYDOM.AIN>.

Should you have any questions, please [contact us](#).

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Other Recent News

- Qualys News Visit: <http://news.qualys.com>
- [Qualys Named One of America's Fastest Growing Private Companies by Inc. Magazine for the Third Consecutive Year](#)
- [Sourcefire and Qualys Partner to Deliver Real-Time Risk Analysis Capabilities](#)
- [Case Study: ING Singapore Fighting IT Security Risks on All Fronts](#)
- [Case Study: National Theatre Strengthens its Payment Security](#)



[Security Alert Webcast Regarding Microsoft's Latest Security Bulletin](#)