NEW Partner Portal LIVE 12/8
MSP & VAS Partners Benefit from Immediate Resource Access

Qualys is pleased to announce a new Partner Portal (Live Dec 8th) for Qualys MSP and VAS partners.

The Partner Portal allows our MSP/VAS Partners to view their leads, customers and support tickets 24x7. In addition you can create free product evaluations from within the Portal. There is also a Resources section that will provide you with direct access to our price list, contacts, logos, presentations and much more.

Qualys will be providing access to the Primary Partner Contact. To obtain access, or if you have any questions, please send an email to: **Partner-Portal@qualys.com**

NEW Join the Qualys Community
Online Community for Security Professionals

Qualys Community provides technical resources and services to help security professionals use and be successful with Qualys products. The community offers interactive features like discussion forums to help connect security professionals with Qualys experts including Qualys employees, partners and QualysGuard subscribers.

For partners, Qualys Community is a place to answer technical questions, which demonstrates expertise and increases credibility and visibility. On Qualys Community, you and your customers will find:

- **Discussion forums** for technical questions
- **Support KnowledgeBase** of official Qualys Support solutions
- **Member networking** including profiles, private messaging, and user search
- **Videos and technical papers** about Qualys technologies
- **User groups** to connect you to peer experts in your local area
- **Product communities** with product-specific interaction
- **Developer community** with QualysGuard API resources and sample code
- **User reputations** to recognize your expertise & find other experts
- **Connections** to Facebook *http://www.facebook.com/qualys* and Twitter *http://twitter.com/qualys*

Visit Qualys Community at **https://community.qualys.com/**

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DEC 15: PUERTO RICO
JAN 11: MINNEAPOLIS, MN
JAN 12: MINNEAPOLIS, MN
JAN 25: LONDON
FEB 11: LONDON

MORE COURSE DATES

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Product News
Qualys Upgrades PCI Compliance Platform

QualysGuard PCI 2.0 dramatically streamlines the PCI Compliance process and adds new capabilities for large corporations to facilitate PCI compliance on a global scale.

QualysGuard PCI 2.0 brings a new refined user interface making it easy to navigate through the process of scanning, remediating and e-filing customers' compliance status to multiple acquiring banks. New capabilities and customer benefits include:

- **Global Scanning:** Merchants can now break out their PCI scoped network into organizational segments to scan a select number of hosts at any given time or in parallel, thereby dramatically reducing scan time for large enterprise networks.

- **New, Real-Time Dashboard Reporting:** QualysGuard PCI enables merchants to get quick access to the latest compliance summary of their entire PCI scoped network. Merchants can now also run reports with specific, advanced search criteria, including host name, ip address and vulnerability severity.

- **Streamlined Remediation Workflow:** QualysGuard PCI simplifies remediation for large enterprises with the ability to launch scans and download reports on individual hosts, allowing merchants to manage, simplify and accelerate the remediation process and achieve compliance.

- **Interactive Self Assessment Questionnaire:** QualysGuard PCI now allows multiple questionnaires to be generated for separate business units. In addition, the new questionnaire process includes additional tips and easy-to-use navigation to improve the accuracy of completed questionnaires. Customers can also add comments for each question to document exceptions and clarify points directly with their acquiring bank.

- **Multiple Acquiring Bank Submissions:** Merchants can now submit their annual self assessment questionnaire or quarterly network compliance executive report to up to five different acquiring banks at any one time - meeting the needs of larger enterprises that maintain different acquiring relationships.

>> Learn more about QualysGuard PCI

Solution-Specific Content Added to Website
Compliance, Industry, Technology and Role-Based Info Now Available

We've added new content to the website. Just visit the Qualys website and select the "Solutions" tab. From there, you will see Compliance, Industry, Technology and Role-Based submenus.

For example, there is now Compliance-specific content to address CAG, COBIT, FISMA, HIPAA/HITECH, ISO/IEC 27002, NERC/CIP, PCI DSS, and SCAP.

Visit www.qualys.com/solutions to see all of the new content.

NEWS: Qualys Receives Frost & Sullivan Award
2010 Global Market Share Leadership of the Year Award

Award Recognizes Leadership in Vulnerability Assessment for Product Strategy, Adaptation to Market Trends, Continued Security Portfolio and Product Development, and Partnership Program

Frost & Sullivan has awarded Qualys its 2010 Global Market Share Leadership Award in Vulnerability Assessment. Based on its recent analysis of the market, which included in-depth interviews of customers, partners and vendors along with market analysis, the award recognizes excellence in capturing the highest market share within its industry and highlights Qualys' innovative strategies that have enabled growth.

The award report states, "Frost & Sullivan's research shows that Qualys has been able to grow at a rate that far surpasses that of its competitors as a direct result of leadership in multiple areas. Not only is this continued excellence critical for Qualys' success as a company, but Qualys' leadership is driving the vulnerability assessment market's growth as well."

> Read More

Qualys Acquires Nemean Networks
Expands Company's Research Capabilities for IDS/IPS and Malware Detection

The acquisition of Nemean Networks expands Qualys' research capabilities further into intrusion and malware detection, and allows Qualys to work with the community on developing IDS signatures for Snort and other open source tools.

> Read More

HAVE A PARTNERSHIP QUESTION?

For Partner-related questions, please contact:

Fred Courtot
Director, Strategic Alliances
fcourtot@qualys.com
Tel: 650-801-6108

Other Recent News

– **Qualys News Visit:** http://news.qualys.com

– **SC Magazine Names Qualys a Finalist for Four SC Awards for 2011 Including Best Security Company**

– **Rsam and Qualys Partner to Tightly Integrate Rsam GRC with QualysGuard Policy Compliance**

– **Qualys Named One of the Fastest Growing Companies in North America on Deloitte's 2010 Technology Fast 500 for Fifth Consecutive Year**

Security Alert Webcast Regarding Microsoft's Latest Security Bulletin