



Come to Qualys Secure and Bring Your Customers

Partners are encouraged to attend the next *Qualys Secure Conference* in order to learn about the latest in vulnerability management, policy compliance and risk management. Participating in *Qualys Secure* is an excellent opportunity for you to bring your customers and receive technical content, education and engage with your security peers.

Held worldwide, the next events are slated for October and November. Visit www.qualys.com/secure for dates, locations and registration info.

Security SaaS Maturing Fast

Though security delivered as SaaS is still in its early stages, companies are finding that it maximizes efficiency in personnel and budget

Security technologies delivered via the SaaS (software-as-a-service) business model may still be in their nascent stage, but some early adopters are already piecing together multiple offerings to outsource a significant portion of their IT systems defense infrastructure.

One such company is Imperial Chemical Industries, the massive London-based maker of paints and chemicals that is in the process of being acquired by industrial conglomerate Akzo Nobel to the tune of \$16 billion.

With worldwide business operations and an annual research and development budget approaching \$60 million, the chemicals giant is spending more effort than ever before in securing its assets and data, company officials said.

However, utilizing a handful of SaaS applications – including vulnerability scanning tools offered by Qualys, e-mail and anti-spam filtering from MessageLabs, and Web filtering provided by ScanSafe – IT executives at ICI claim they are maximizing personnel and budget in a manner that traditional on-premise security products wouldn't allow.

[Read the complete article](#) as published in *InfoWorld*.

FURTHER READING: As a SaaS pioneer, Qualys introduced web-based network auditing in 1999 – despite adverse conditions in the VC market and initial reluctance from customers. [Read this one-on-one interview](#) with Philippe Courtot, Chairman & CEO of Qualys.

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Training & Certification Courses

SEPT. 5: GERMANY

SEPT. 6: LONDON, UK

SEPT. 10: ATLANTA, GA

SEPT. 11: RALEIGH, NC

SEPT. 12: MIAMI, FL & NYC, NY

SEPT. 13: TAMPA, FL & BOSTON, MA

FOR MORE COURSE DATES, VISIT:

[HTTP://WWW.QUALYS.COM/SUPPORT/TRAINING/TCP/](http://www.qualys.com/support/training/tcp/)

Qualys Secure Conferences

OCT. 4: PARIS, FRANCE

OCT. 9: LONDON, UK

OCT. 11: GERMANY

NOV. 5: CHICAGO

NOV. 7: NEW YORK

REGISTER TODAY

[HTTP://WWW.QUALYS.COM/SECURE](http://www.qualys.com/secure)



Product News

New Lightweight Reporting Engine for QualysGuard

In QualysGuard version 5.0 (released in March '07), QualysGuard introduced the concept of data lists. These are column and row formatted lists that represent Action Logs, Remediation Tickets, Scan History, Host Assets, and virtually any part of the interface that represents this style of data presentation.

As of the 5.0 release, all of these lists may now be searched or sorted – and the view of the data can change – based on columns selected for viewing by the user. This new feature allows the data list content to be narrowed to exactly what the user wants to see.

In the upcoming QualysGuard 5.0 feature release (schedule for the first week of October '07), we've added download capabilities for these customized data lists.

This new functionality will let users turn these customized views into further customizable reports. This enable Partners to easily incorporate customized QualysGuard report data into comprehensive security reports for your customers.

Formats supported for this new Reporting feature include: CSV, MHT, ZIP, and XML.

Product News

QualysGuard Now Integrates with McAfee IntruShield IPS



A common problem for security teams that have intrusion detection systems (IDS) or intrusion prevention systems (IPS) is a high level of false positives and false-alarms.

In a hypothetical false positive scenario, the IDS/IPS detects a potential attack on a Windows system but the IDS/IPS does not have the contextual information about the network to know that the host under attack is a Unix based host. As a result, the IDS/IPS device still reports this as a real attack – as it should -- but doesn't downgrade the severity for the user due to a lack of contextual knowledge.

As a vulnerability scanning solution, QualysGuard has the contextual information about hosts on the network and can alleviate these issues for network and security administrators utilizing IDS and IPS systems.

QualysGuard now supports users that have the McAfee IntruShield IDS/IPS product by providing the ability to transform QualysGuard data into a format supported by McAfee for import.

Net result: QualysGuard helps reduce IDS/IPS false positives – saving time for network security admins.

FAST FACT: QualysGuard is integrated with leading security solutions and technologies in these spaces:

- ◆ [SIEM \(Security Information & Event Management\)](#)
- ◆ [Help Desk](#)
- ◆ [Network Access Control](#)
- ◆ [Network Patching](#)
- ◆ [Security Policy Management](#)
- ◆ [Patch Management](#)
- ◆ [Risk Management](#)
- ◆ [IDS/IPS](#)
- ◆ [Network Behavior Analysis](#)
- ◆ [Penetration Testing](#)

Visit <http://www.qualys.com/partners/solpartner/> to learn more about these security solution integrations.

Lead Generation: Co-Brand Your Offers & Increase Leads

In the last Qualys Partner Newsletter we discussed how your company can take advantage of various lead-generation offers – enabling leads generated to come directly to you for follow-up. Using a unique lead source identifier (LSID) you're able to promote a FreeScan, Free Trial, etc. directly to prospects and introduce them to the power of QualysGuard.

To further expand this capability, Partners may also have these landing pages customized to include your logo for co-branding.

Below are a few examples of Partners that have taken advantage of these co-branded offerings:

FreeScan

<https://freescan3.qualys.com/?lsid=6483>

Free QualysGuard PCI Trial

<http://www.qualys.com/forms/?lsid=7127>

Free 14-Day QualysGuard Trial

<http://www.qualys.com/forms/?lsid=7089>

Lead Generation Offerings Summary

FreeScan

The prospect will automatically receive a link to launch the free scan via email. The lead contact details will then be sent to you for follow-up.

Free 14-Day QualysGuard Trial

Lead comes directly to you to qualify and enable their account – perfect for Partners that want to engage immediately with qualified prospects.

Free PCI Trial

Enables access for 14 days to scan up to 3 IPs and view their PCI scan results. The Partner will receive these leads for follow-up.

Free SANS Top 20 Scan

Same as the FreeScan, but concentrates only on the SANS Top 20 vulnerabilities.

Don't have an LSID code? Want to learn more?

Contact partner-marketing@qualys.com for assistance.

Sales Resources: New Whitepapers & Guides

As a Qualys Partner, you have access to a range of Sales Tools, including Case Studies, Educational Documentation, Presentations, as well as various Whitepapers & Guides.

In the past few months, we've added many new Guides and updated some of existing collateral to incorporate new statistics and regulatory requirements. Here is a brief snapshot of some of the new collateral available to you:

- **Meeting Vulnerability Scanning Requirements for PCI** (3 pages)
- **Winning the PCI Compliance Battle** (7 pages)
- **Strengthening Network Security with On Demand Vulnerability Management** (6 pages)
- **7 Essential Steps to Achieve, Measure and Prove Optimal Security Risk Reduction** (10 pages)
- **Using QualysGuard to Meet SOX Compliance & IT Control Objectives** (7 pages)

Contact partner-marketing@qualys.com for a complete listing and to request any of these documents in PDF form.

Sales Resources: Partner Program Guide Now Available

To help you get the most out of your Qualys Partnership, we've created a new Partner Program Guide. The Partner Program Guide contains important information and available resources to help you grow your business.

- **Want to learn how to better identify and qualify prospects?**
- **Need to know how to run a successful proof-of-concept trial?**
- **Looking for promotional email templates?**

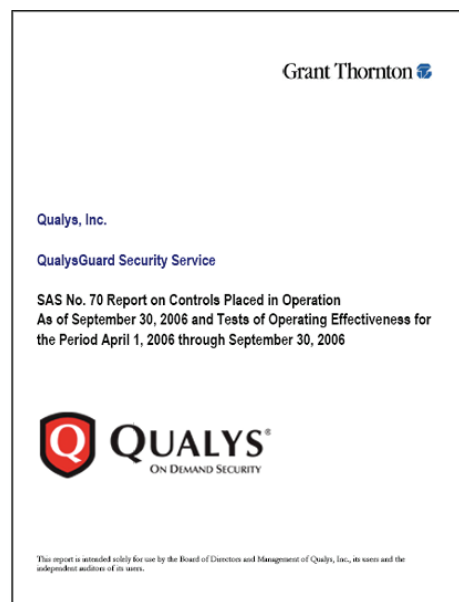
It is all in the Partner Program Guide. To get yours today, contact your local Qualys Partner/Alliance Account Manager or email us at partner-marketing@qualys.com.

Sales Tip: Data Security with SaaS Delivery Model

“We are worried about data leaving our network – is QualysGuard’s data storage safe and secure?”

Qualys is the most secure way to manage and store vulnerability data. The vulnerability result data always is fully secured and encrypted within Qualys’ Secure Operations Center. Data is available only to authorized users—not even Qualys employees can see this data. In fact, QualysGuard protects data at every layer:

- AES 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 that detail who accessed what vulnerability data, when they did so, and why.
- Application level security is provided for restricting access to specific IP addresses with customizable and strong passwords.
- Optional RSA SecurID for two-factor identification.
- Qualys SOC is fully SAS-70 Level II compliant.



Upon request, Qualys can provide Partners with a SAS-70 report and comprehensive documentation on the security of the QualysGuard architecture.