



Security Services in the cloud Managed Cloud Security Services

LSEC Conference - Cloud Security Seminar -
Trustworthy Clouds and Security Challenges
Christophe Bianco, VP and General manager EMEA, Qualys Inc.
September 8th 2011 - Leuven, Ubicenter

Qualys at a Glance

Software-as-a-Service (SaaS) since inception

Founded in 1999 to deliver a SaaS Vulnerability
Management service

Expanded the service as SaaS suite of IT
Security and Compliance offerings

Last round of funding in December 2004

270 employees (130 in R&D, Support and
Operations)

5,000+ global customers

47% of Fortune 100

30% of Fortune 500

16% Forbes Global 2000

US 65%, EMEA 30%, Asia 5%

7,000+ scanner appliances in 85 countries

Gartner.

*Highest possible rating of "Strong
Positive"*

Largest market share

FORRESTER

Highest possible rating of "Leader"

IDC
Analyze the Future

"The leading vendor"

FROST & SULLIVAN

"Market Share Leadership 2010"

The Road Ahead in the Cloud

On the Agenda

Cloud Computing a disruptive technology?

- It is not a linear world anymore

A major shift in IT and IT Security

- A view from the inside of Cloud Computing
- Where are our enterprise networks going?

A challenging and promising future

- In new collaborative and community driven era

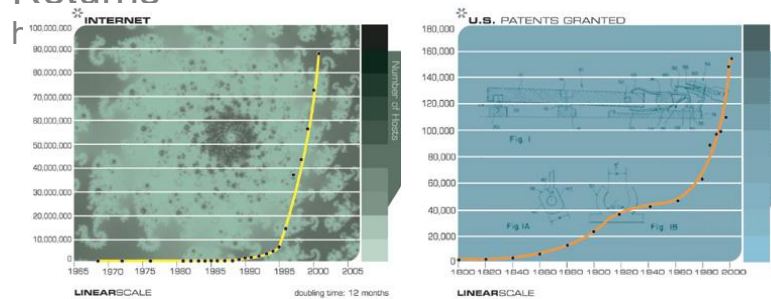
2

The Cloud Computing Disruptive Nature

It is not a linear phenomena

Who would have predicted just 5 years ago that ...?

Ray Kurzweil Law of Accelerating Returns



A Major Shift in IT and IT Security

A view from the inside of Cloud Computing

Unlike enterprise computing, cloud computing is a fractal world inside

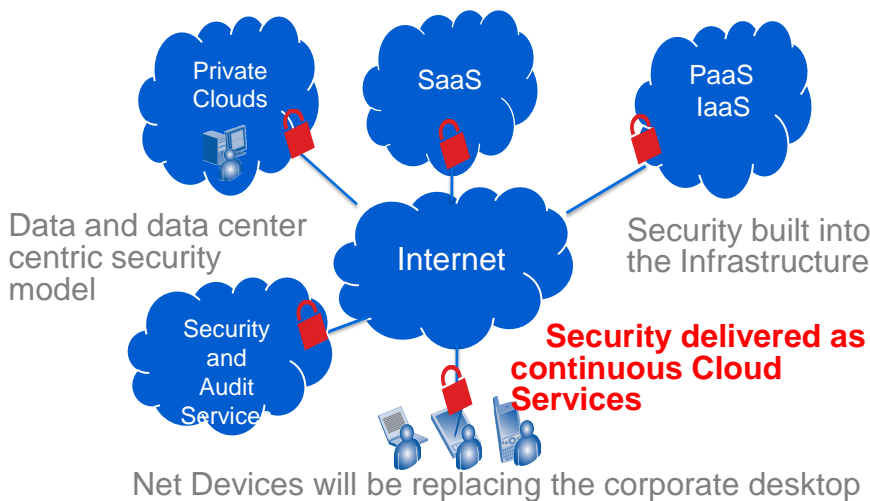
It is all about scale and automation
 It preferably uses open source components
 Switching vendors is much easier
 It provides better control of the infrastructure
 It is easier and less costly to secure
 It adapts more readily to customers need
 As a result it presents a major challenge
 for established businesses



It is all about delivering technology as service
 and not as a product and you can try before you buy

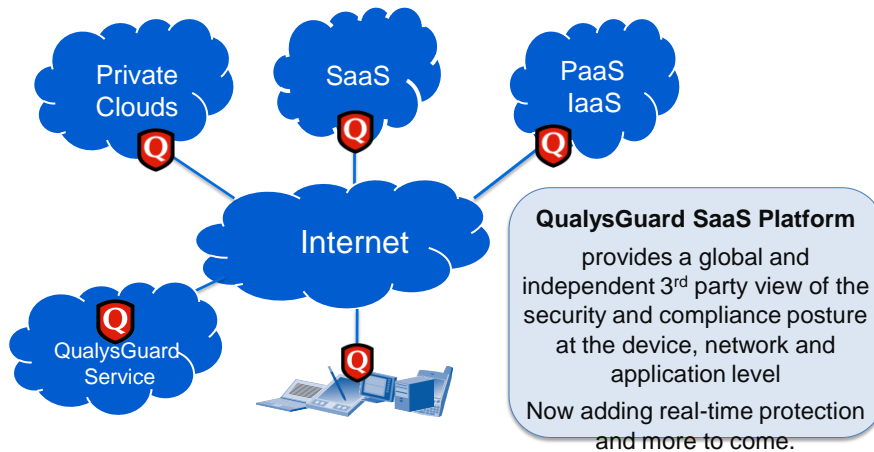
Where are our Networks going?

What does it mean for security?



QualysGuard SaaS Platform

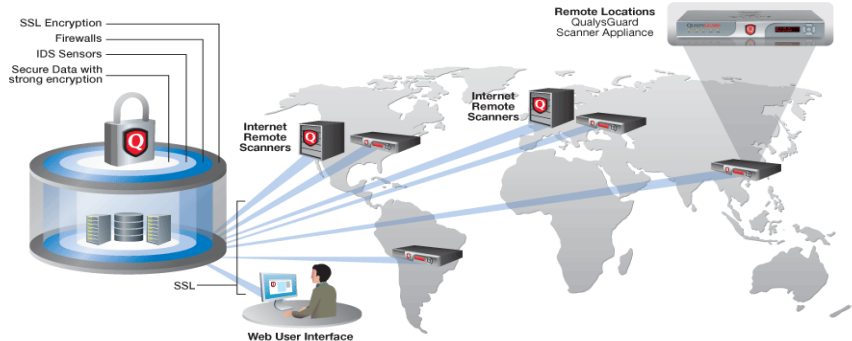
A global view of Security & Compliance delivered as a Service



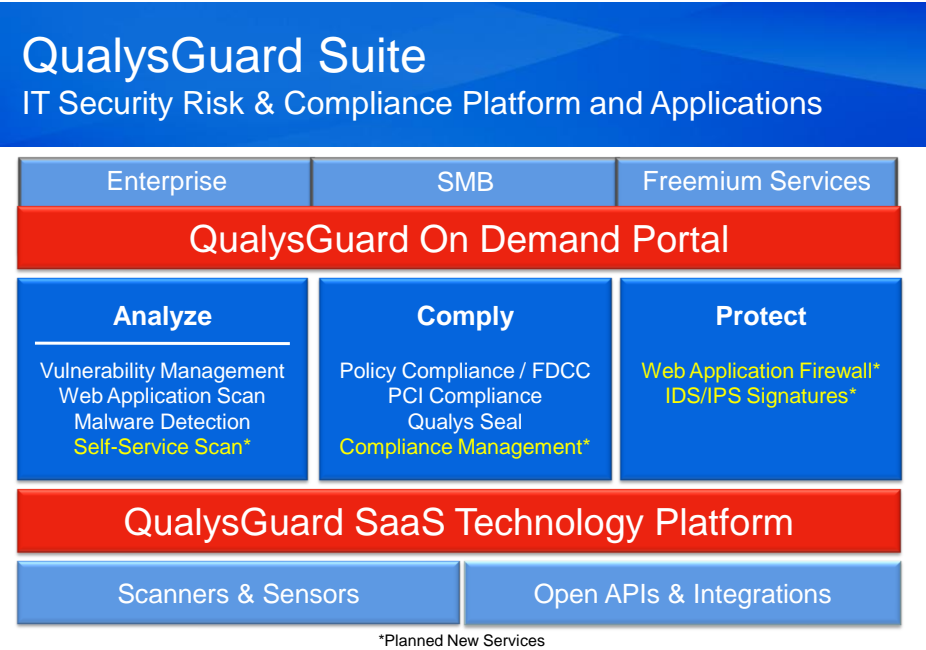
QualysGuard Global Infrastructure

Availability – Scalability – Security

QualysGuard Secure Operations Centers (SOCs)

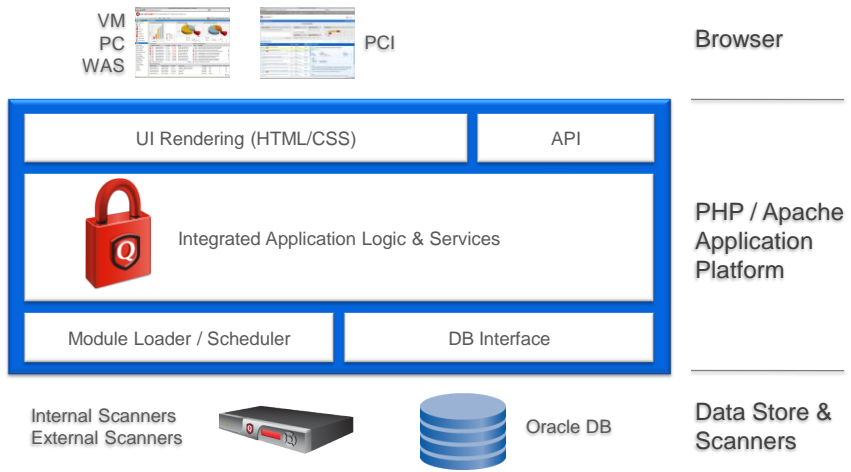


- Largest global Vulnerability Management deployment at Daimler - 293 scanner appliances scanning over a million IPs
- Performing 500+ Million IP scan and maps per year



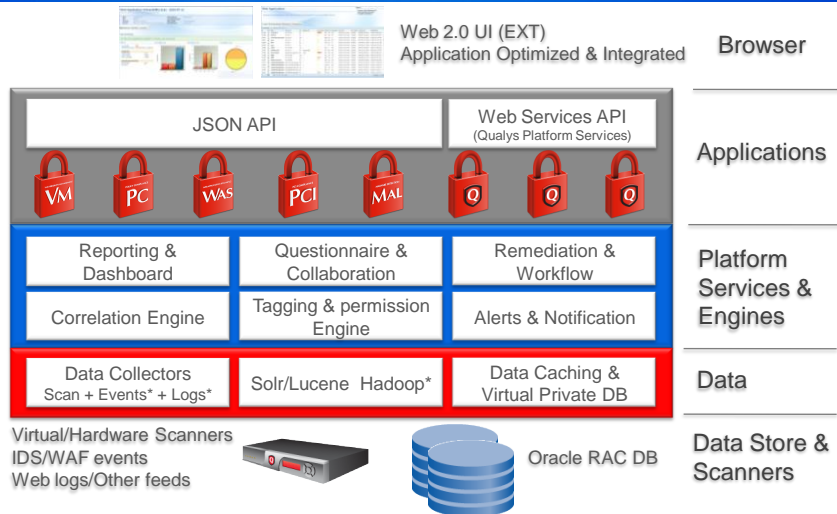
QualysGuard Platform

Initial Architecture



QualysGuard Platform

New Java Based Back-end Architecture



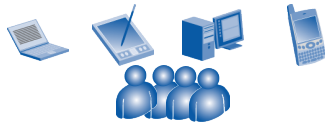
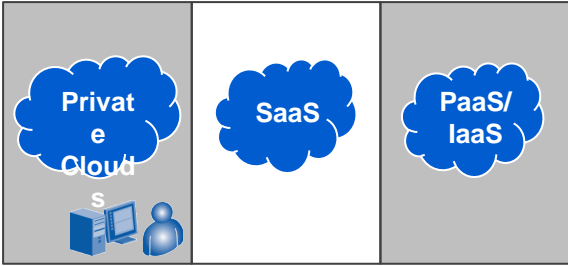
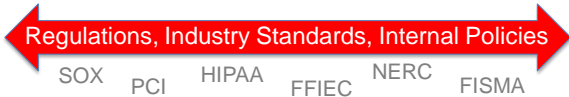
Cloud Computing

a Disruptive Technology from a provider point of view

- Try and Buy business model
 - Eliminates the burden of deploying and securing enterprise software
- Built to scale
- Significant Technological Advantage of Cloud Computing
 - Massive computing and storage capabilities
 - Better capabilities to analyze traffic and block attacks
 - Better capabilities to address end-point security and authentication
 - Iterative, continuous and transparent development cycle
 - Adapts more easily to technology and market changes
 - Allows to cost effectively build and deliver new Subscription based and Freemium Services

Security & Compliance

Old Challenges are still there and there are new ones

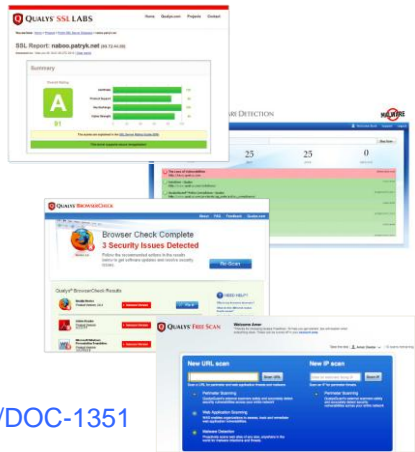


- New and multiplying attack vectors
- Authentication still an unresolved issue
- Security & compliance silos, fragmented tools & data
- Lack of enterprise/agency wide visibility and policy enforcement

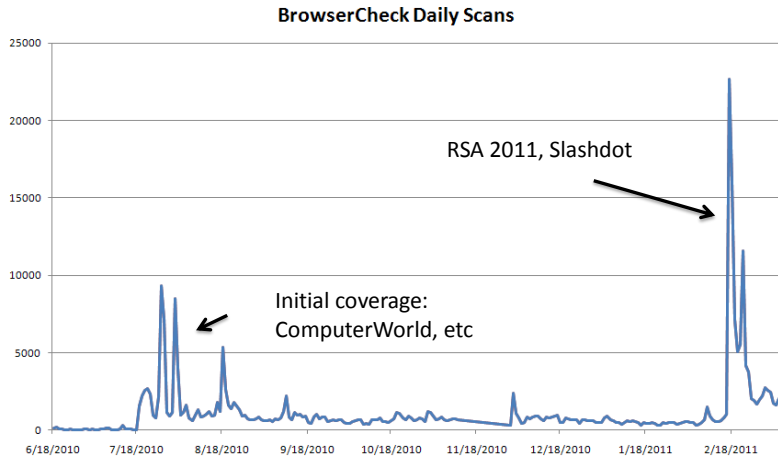
Qualys Freemium Services

More than just “free” services ...

-  **QUALYS® FREE SCAN**
freescan.qualys.com
-  **QUALYS® MALWARE DETECTION**
www.qualys.com/stopmalware
-  **QUALYS® SSL LABS**
www.ssllabs.com
-  **QUALYS® BROWSER CHECK**
<https://browsercheck.qualys.com>
-  **QUALYS® BLIND ELEPHANT**
<https://community.qualys.com/docs/DOC-1351>

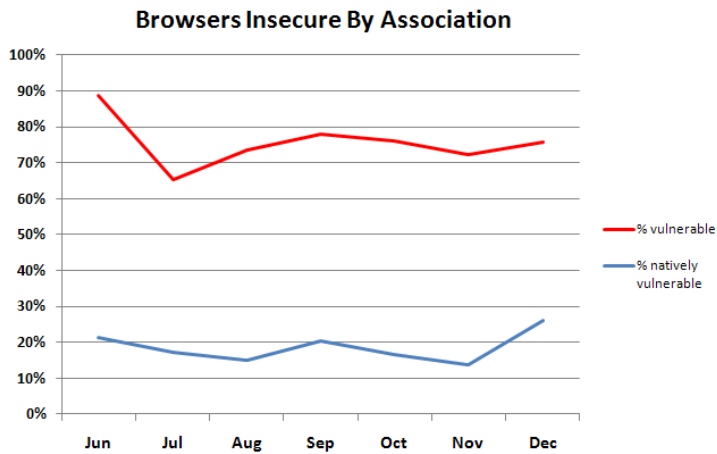


BrowserCheck Statistics



14

BrowserCheck Statistics



15

Global Delivery Partners

Security Consulting Organizations



Managed Security Service Providers (MSSP)



What makes us different

We are building the business model of the future

“Try and Buy” business model – a service not a product

Lower total cost of ownership, no hidden cost, nothing to maintain
 Instant start-up anywhere globally – no up front costs
 Predictable and scalable business model

Built to scale and to deliver value

500+ million IPs scan per annum -- +5 million URLs daily
 5,000+ customers, 47% of Fortune 100 use QualysGuard
 Global delivery and support infrastructure

Leverage of the SaaS delivery model

Both platform and suite of best-of-breed applications
 Agile and continuous development cycle that adapts more easily to technology and market changes
 Allows to cost effectively build and deliver subscription based and Freemium services to provide a centralized and global view of IT security and compliance posture of devices, networks and applications

Conclusion

- It is Happening
 - an it is happening now
- Cloud Computing
 - a disruptive technology
- Freemium Services
 - an increasing reality
- Old Security & Compliance Challenges are still there
 - and there are new ones
- A unique opportunity to the Security Professionals
 - and it has to be a community driven effort
- Q&A



Q&

A

cbianco@qualys.com

 **QUALYS**

