



# Enterprise TruRisk Management



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VP, Product Management

# Agenda

**01** Growing Complexity of Cybersecurity Landscape

**02** The Need for Risk Operations Center (ROC)

**03** Centralized Risk Orchestration with ROC

**04** Introducing Qualys ETM

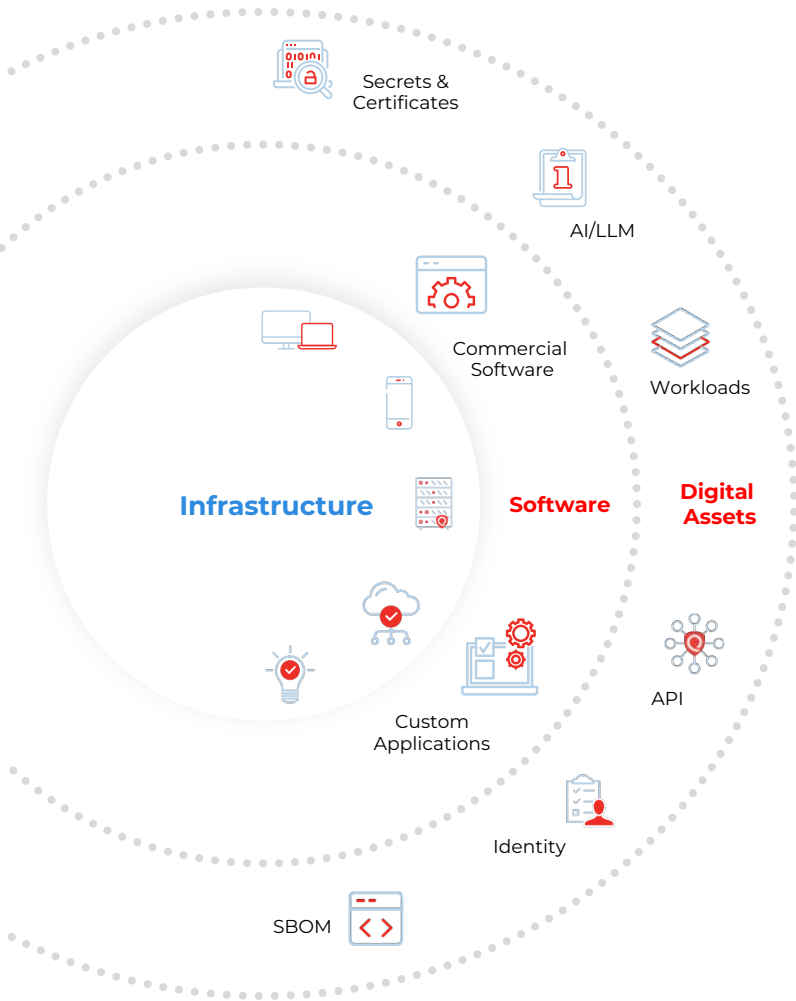
**05** Why is Qualys best positioned to deliver ROC?

# Growing Complexity of Cybersecurity Landscape



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# Rapidly Expanding Attack Surface & Tool Sprawl

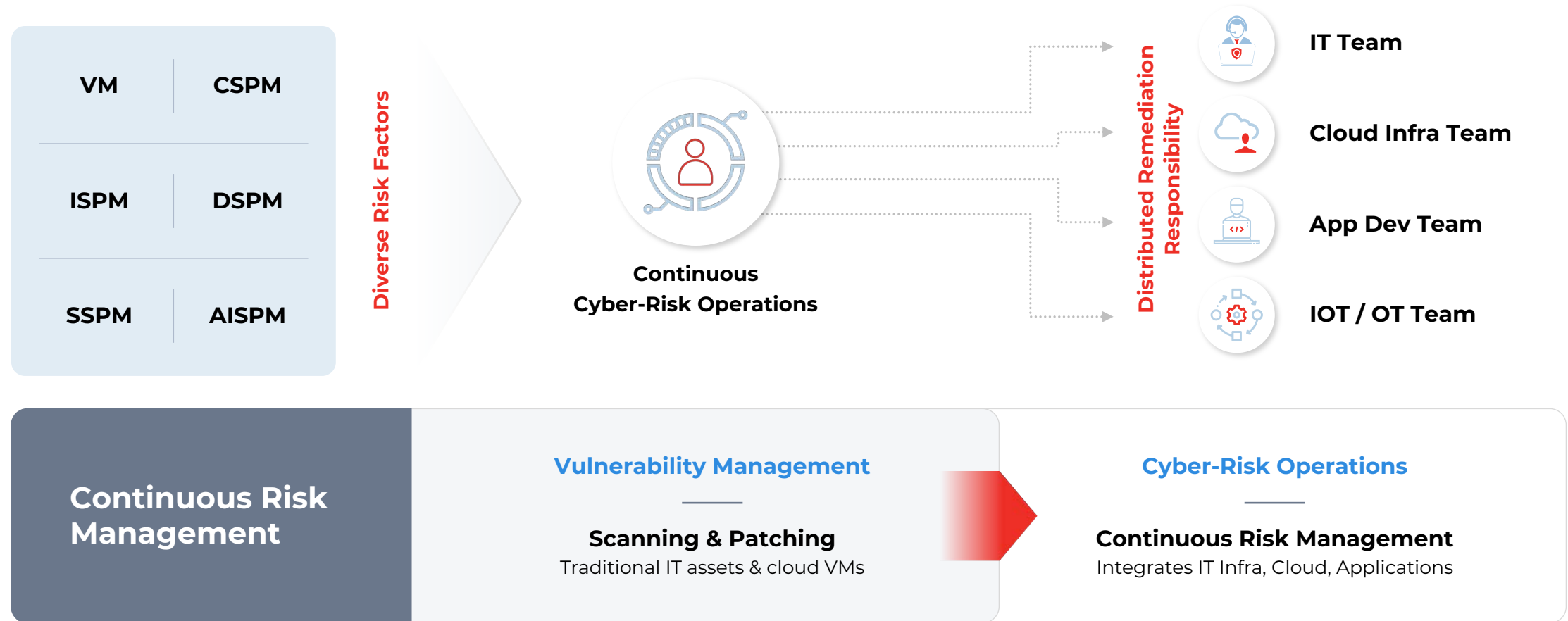


\*Enterprises have **70+ security tools on average**



# Evolving Role of Vulnerability Management

## Centralized Risk Orchestration



**22,254 CVEs**  
discovered as  
of July 2024.

**30%**

**Increase in vulnerabilities** and  
exposures (CVEs) discovered worldwide.  
– [Qualys Threat Research](#)

**70%**

**Decrease in average time to exploit** a  
vulnerability after its disclosure.  
– [Google Cloud](#)

**56%**

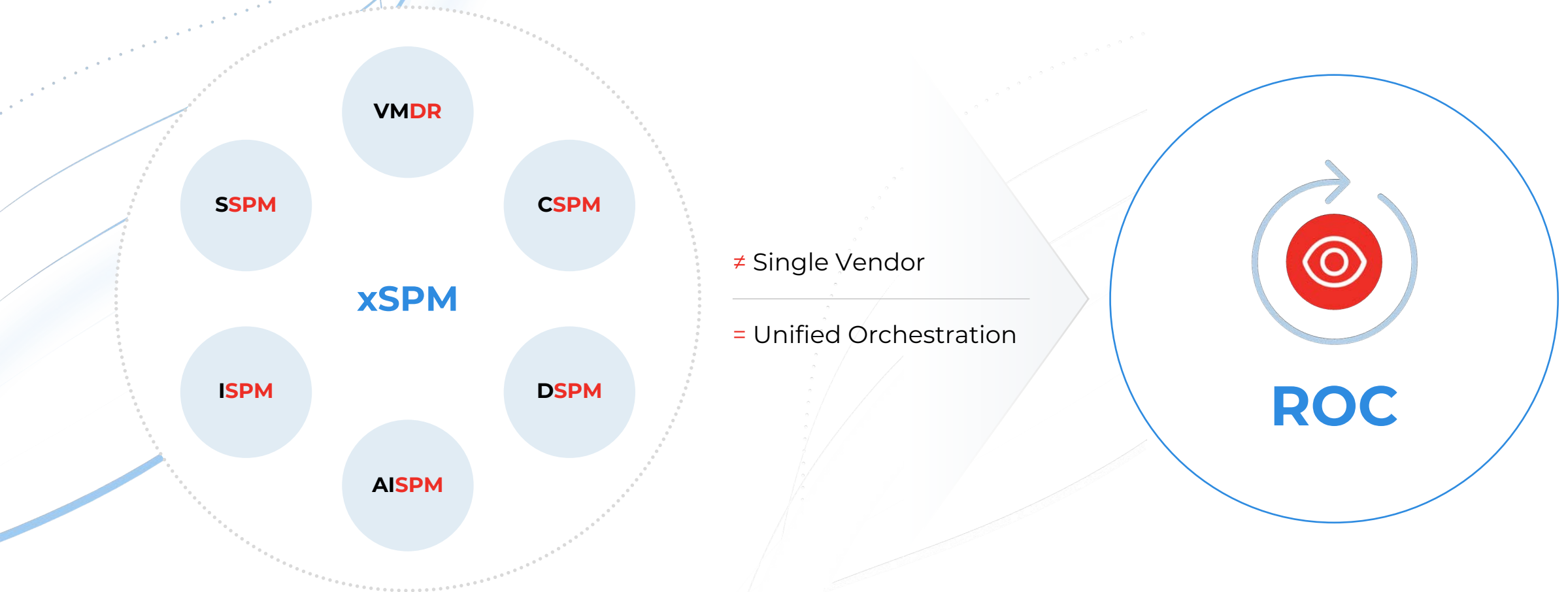
**Data breaches occurred** due to lack of  
coordinated response.  
– [Verizon](#)

# The Need For a Risk Operations Center (ROC)



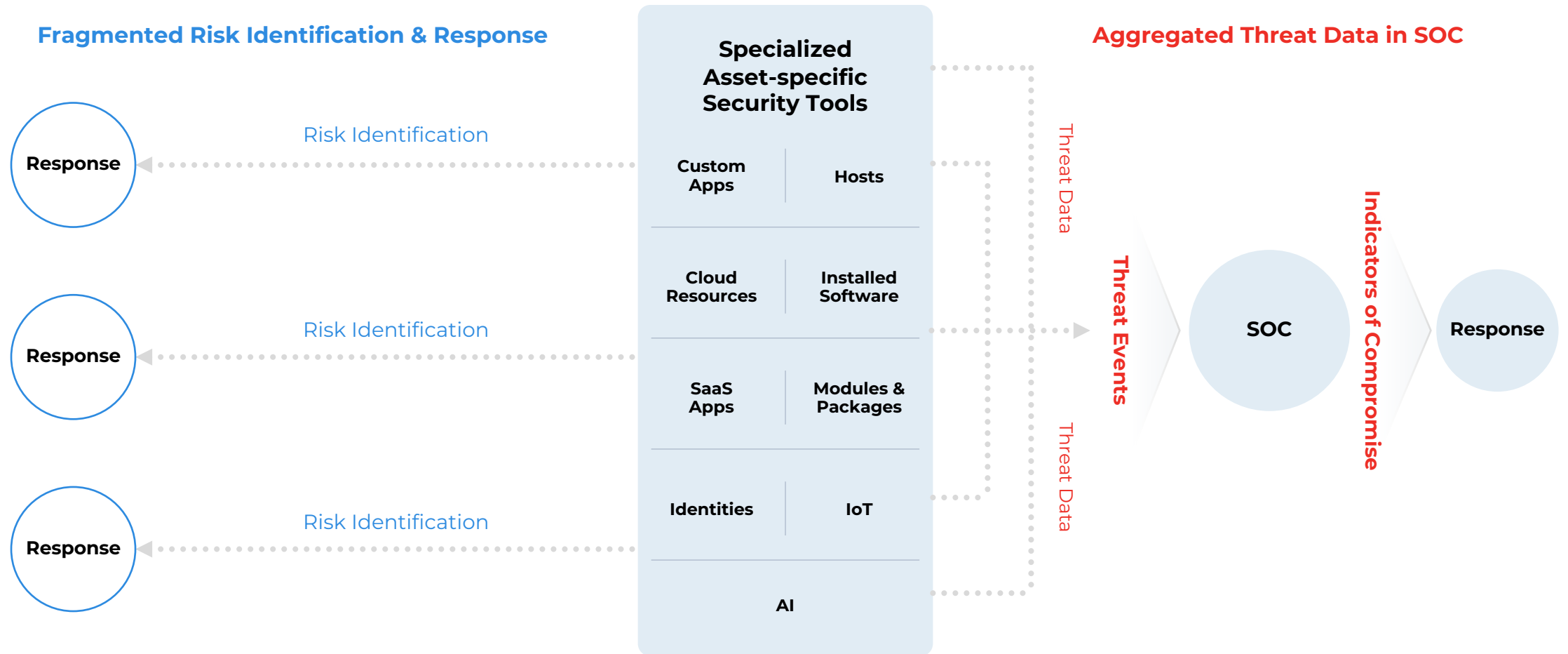
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# Centralized SPM for a Coordinated Response

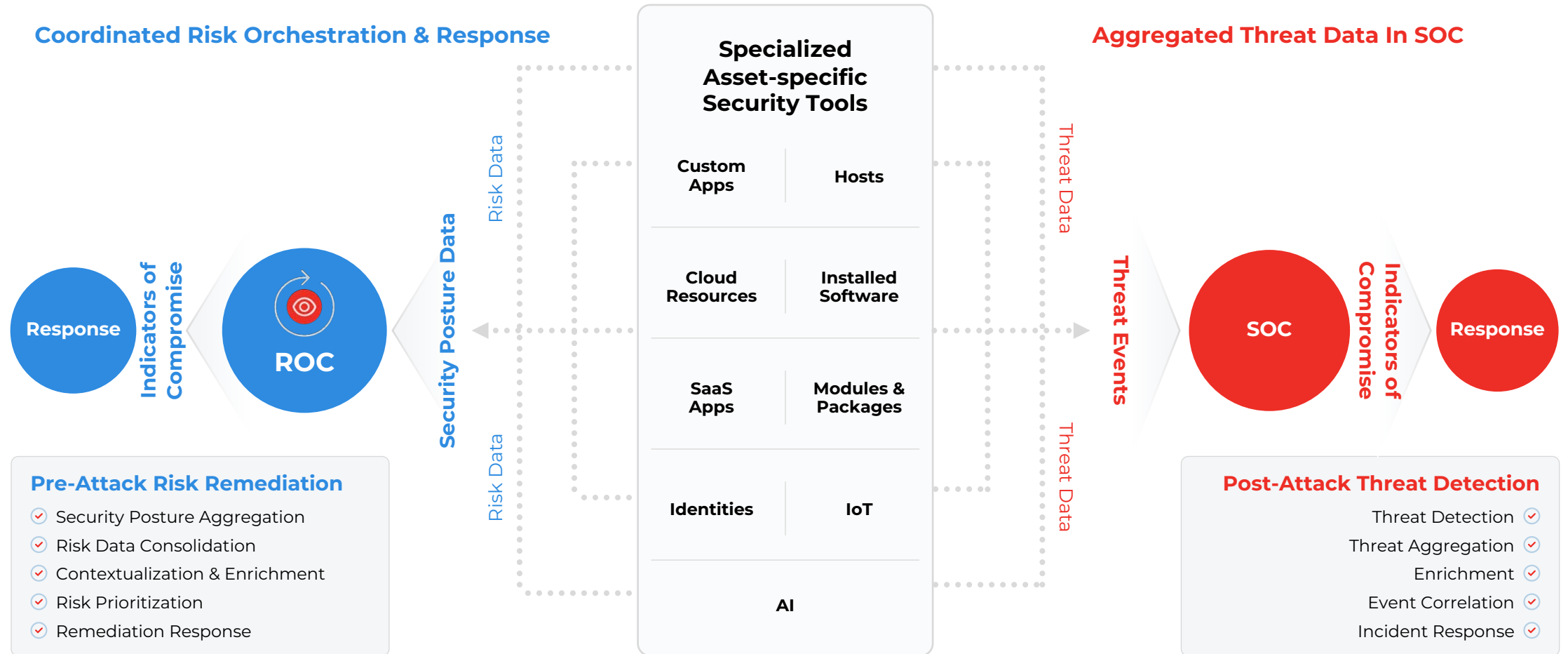




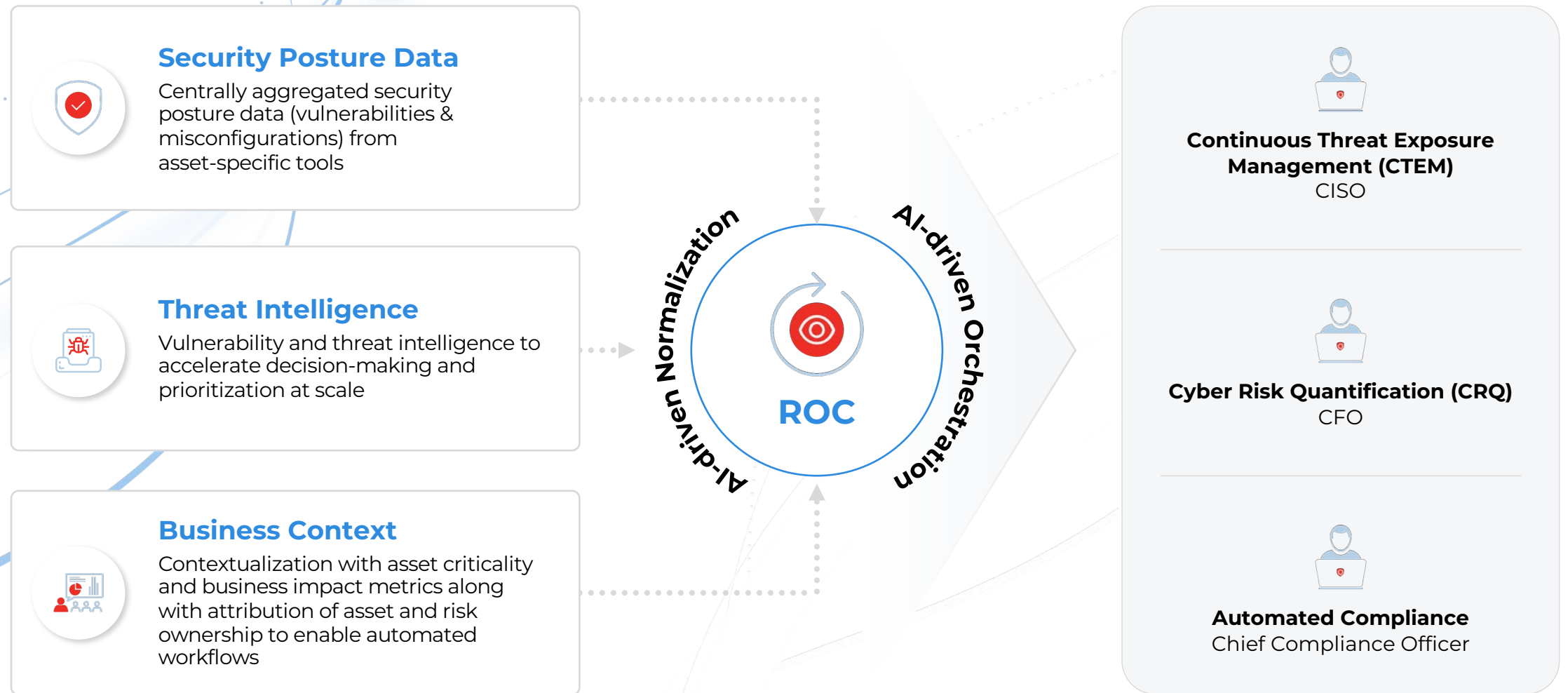
# Fragmented Response to Cyber Risk



# Centralized Risk Orchestration with ROC



# Foundations of a Risk Operations Center (ROC)



# Industry Perspectives

**Corey Amsler**

*Director, Risk Management  
GE Vernova*



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A man with short, dark hair, wearing a light purple button-down shirt, is speaking directly to the camera. He is positioned in the center of the frame against a plain, light-colored wall. A blue banner with white text is overlaid at the bottom of the image.

**IN MY YEARS AS AN INDUSTRY PROFESSIONAL,  
I'VE SEEN WHERE COMPANIES**

# Introducing Qualys Enterprise TruRisk Management (ETM)

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**World's First Risk Operations Center**

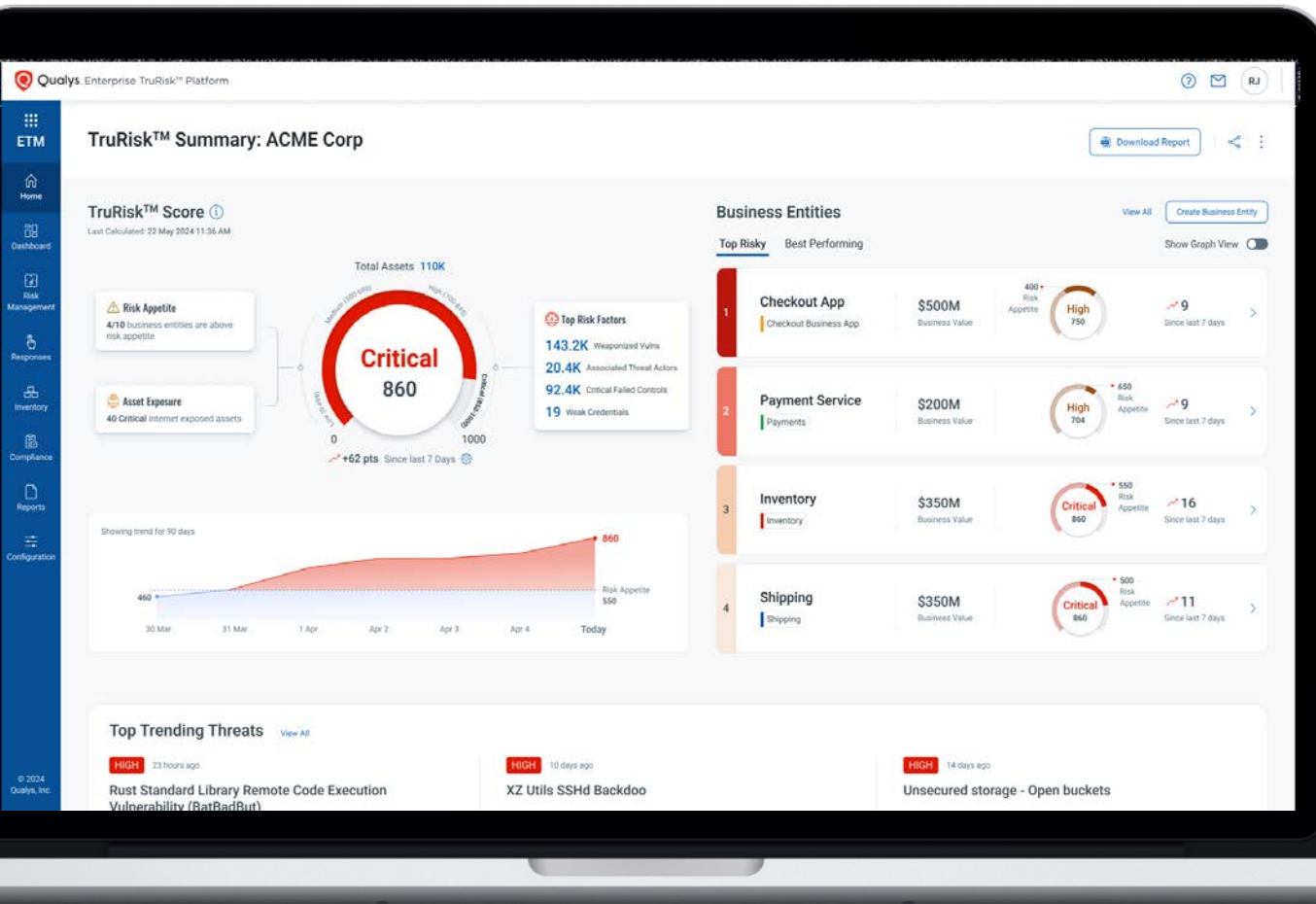
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# Qualys Enterprise TruRisk Management (ETM)

World's First Risk Operations Centre in the Cloud



## Measure, Communicate, and Eliminate Risks

Qualys Enterprise TruRisk Management (ETM) unifies asset management, vulnerability aggregation, risk assessment in one platform, providing real-time, contextual risk insights across entire attack surface.

- ✓ Unified View of Risk Posture
- ✓ Enriched & Prioritized Risk Data
- ✓ Automated Risk Orchestration

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# One Platform for Centralized Risk Orchestration



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# Cyber Security Data Fabric

For shared visibility,  
compliance and  
security

RESPONSE

Ticketing

Patching

Mitigate

ROC

AI-driven Collection,  
Normalization &  
Orchestration

ETM

RISK ORCHESTRATION

Customized Risk Scoring, Prioritizing,  
Risk Workflows, Reporting

AGGREGATED FINDINGS

Normalization, Correlation, Enrichment

UNIFIED ASSET INVENTORY

Consolidation, Contextualization

**Threat Intelligence**  
(Qualys  
Built-in,  
Custom)

**Business Context**  
(CMBD,  
Custom Data  
Sources)

RISK IDENTIFICATION

## Qualys Connectors

### VULNERABILITY SCANNING

VMDR	CSPM	IaC
WAS	CWPP	AISPM

### COMPLIANCE

PC	FIM	SCA
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### RUNTIME SECURITY

KCS	EDR	XDR
CWPP	CDR	

## Third-Party Connectors

### Vulnerability Management



### Cloud Security



### Endpoint Security



### Application Security



### Asset Management



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Let's take a closer look

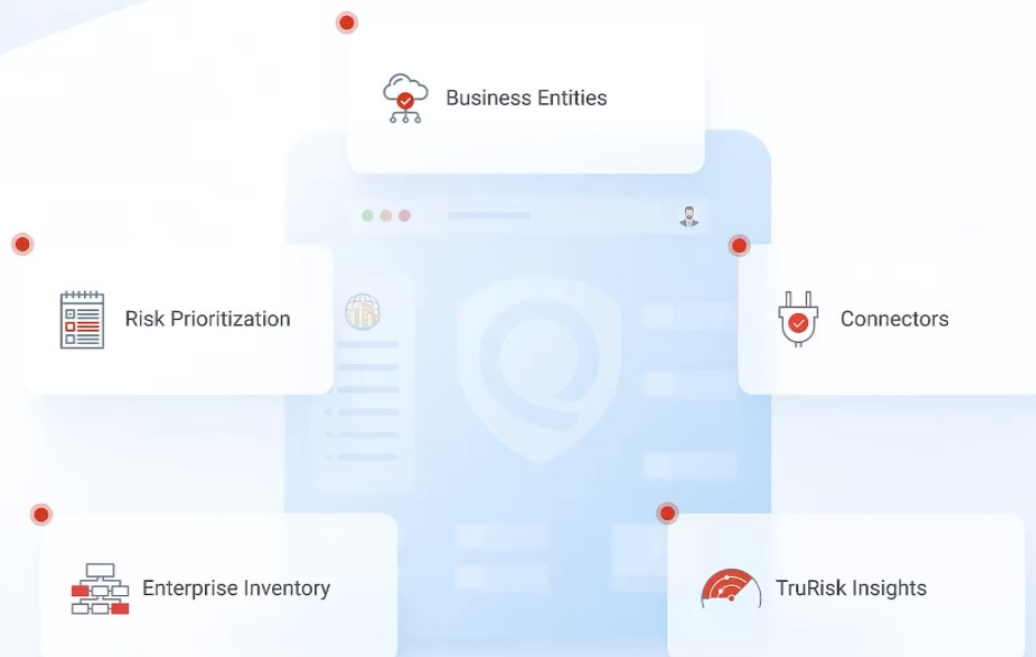
# ETM Demo



Hi Roger

# Welcome to Qualys Enterprise TruRisk™ Management

Everything you need to measure, communicate & eliminate your cyber risk in one place.



Let's kickstart your journey with Enterprise TruRisk Management in 3 simple steps:

- 01 Set up Company Profile
- 02 Define Business Entities
- 03 Configure Connectors

You can then measure and analyze your enterprise risk.

Get Started

# Qualys – Best positioned to deliver ROC



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# Qualys - Best Positioned to Deliver a ROC



**The only**  
comprehensive,  
end-to-end platform



**Largest risk data**  
resides in Qualys  
platform



**Near real-time** access  
to consolidated  
security posture data

