From Manual Spreadsheets to Audit-ready, Continuously

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Why Compliance Is Challenging

- **Siloed tools** - Most compliance offerings are “point solutions”
- **Manual excel sheets** - Most solutions require manual efforts and leave multiple compliance gaps
- Most organizations have **5+ frameworks/standards**
- **Limited resources and human errors**
- **Complex & evolving regulations**

Gaps in Measuring Compliance Surface

- Misconfigurations drive **80%** of security exposure
- **32%** of mission critical assets are not assessed for Compliance
- Misconfigurations now hold an unenviable **5th** place on the Open Worldwide Application Security Project Top 10

Inability to show compliance for Critical Assets

No way to fix misconfigurations as soon as they are detected. Too much dependency on IT teams resulting in high MTTR.

Misconfigurations disconnected with Risk element

Show Compliance against Regulatory Standards, frameworks

Sources : Gartner report, Verizon 2022 Breach Report, IBM Xforce study

Gaps in Compliance Program

Most other solutions only...

02 **Assess security configuration hygiene based on CIS/DISA** (or create custom based on NIST or similar)

But not...

01 **Discover &** **Identify assets**

03 **Prioritize Failures/** **misconfigurations**

04 **Respond –** **Ticketing, Fixing,** **Accepting Risk**

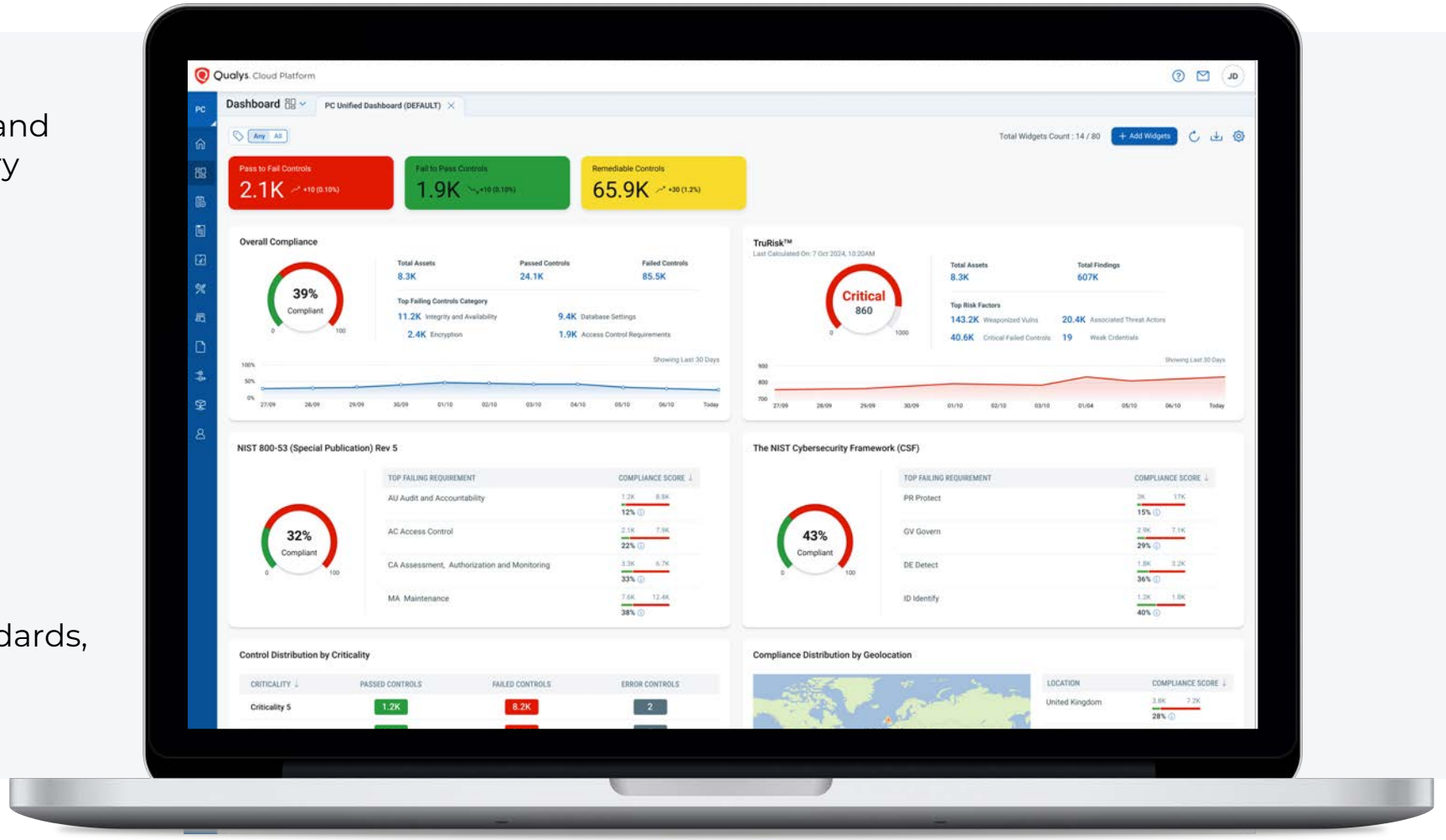
05 **Report,** **Dashboard ,** **Monitor**

The Solution

Policy Compliance

Reduce compliance and security risks

- **Discover & inventory**
  assets for control assessment and compliance with auto discovery
- **Assess & prioritize**
  failing controls for compliance based on mandates & threat intel and risk
- **Monitor & remediate**
  Auto-remediate and become audit-ready quickly
- **Unified tracking & reporting**
  of compliance to security standards, regulations & frameworks in a single-pane-of-glass



Discover and Classify Your Assets

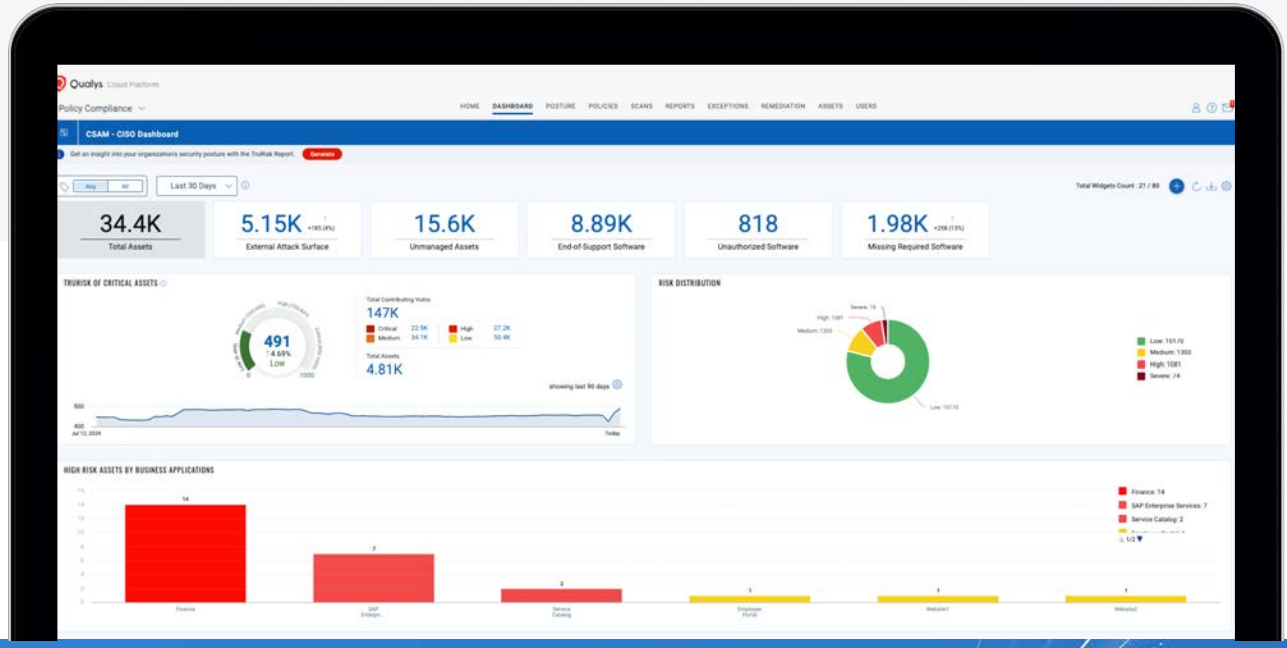
Measure risk by knowing your compliance surface

Identify the scope of Compliance assets automatically to avoid audit failures

Auto discover web servers, middleware, database technologies from all locations, based on running process

Know your scope of critical technologies from CSAM or tags and simply choose for compliance

Classify mission critical assets for PCI compliance



Risk Based Prioritization

Includes comprehensive risk elements

Prioritize risk of your misconfigurations

- Asset criticality
- Control Severity
- MITRE ATT&CK mapping
- Ransomware Exposure

Start Compliant, Stay Compliant

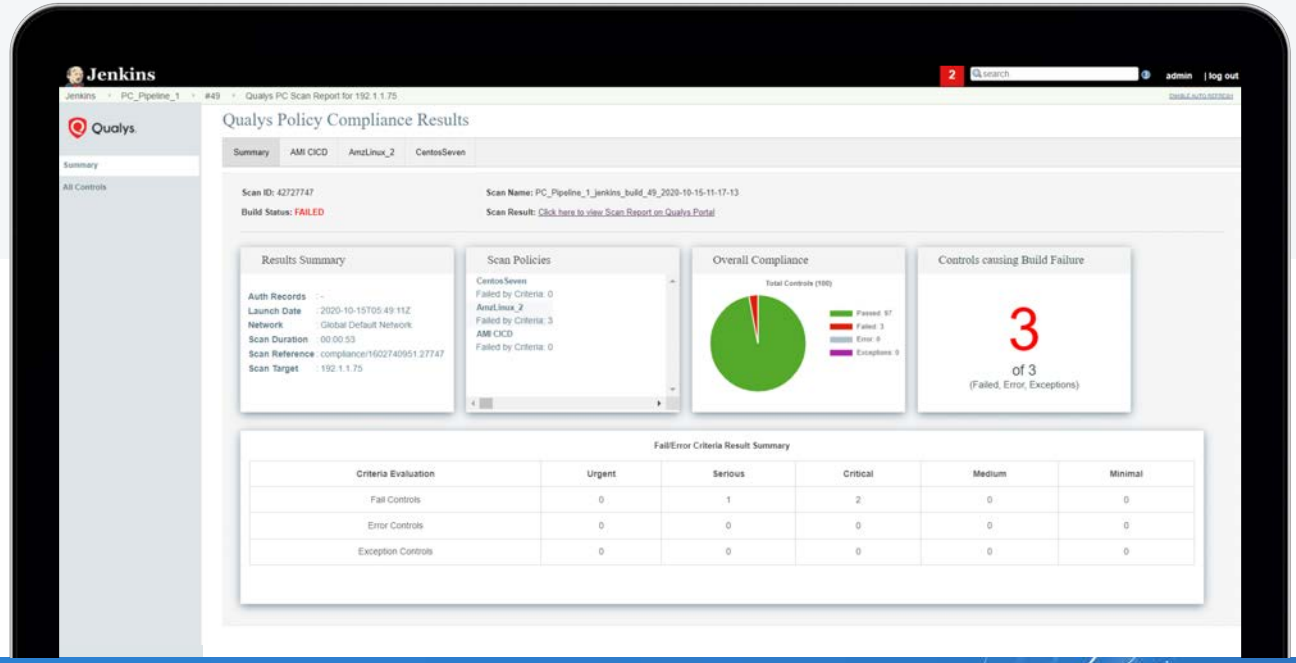
Eliminate the risk from initial stages

Pre-defined Library for PCI 4.0 and NIST in CI/CD

Automatically fix compliance failures before non-compliant images roll out in production

Start being compliant with golden images

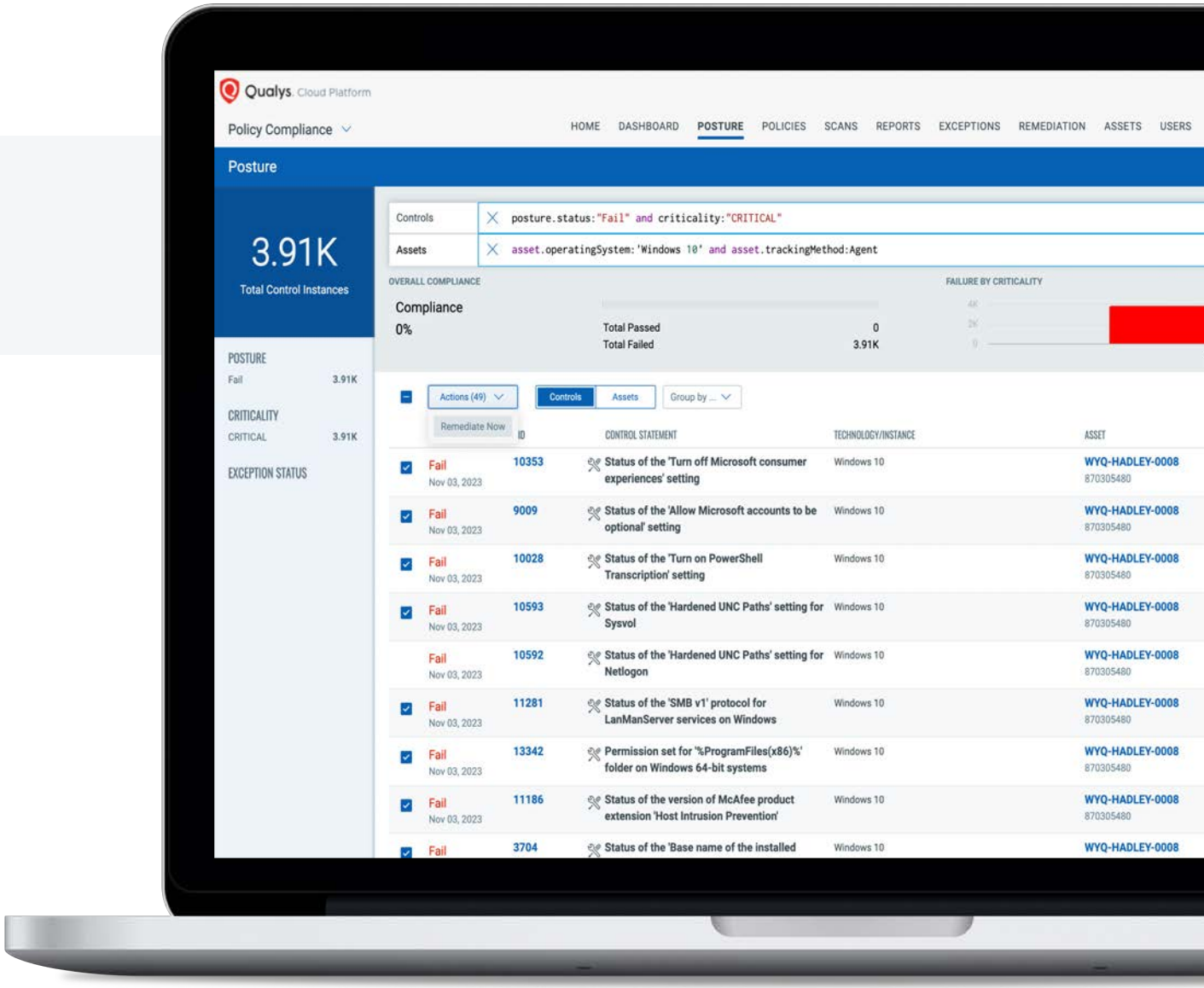
Prevent exploits and improve overall compliance posture



Respond to Risk

Reduce Risks for Misconfigurations and Audit Failures

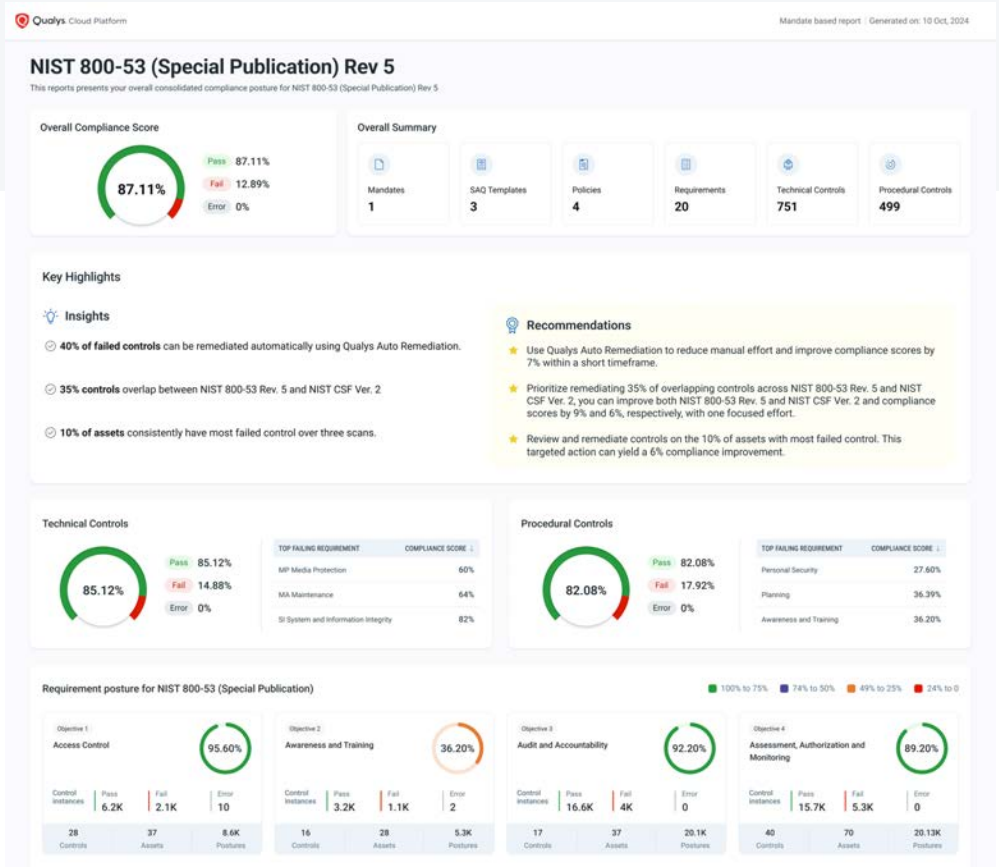
- Pre-defined Library of Remediation Scripts
- Golden policies for auto remediation through CI/CD pipelines
- ServiceNow & ITSM ticketing with rules-based alerts to the right teams
- Prevent exploits and improve overall compliance posture



Communicate Compliance to Auditors

Out-of-the-box Reporting for Most Failed Compliance Requirements

- Pre-built library of 90+ mandates mapped to controls
- Custom reports for on-demand audits
- Unified assessment and tracking of Technical and Procedural controls
- Ensures you're audit-ready

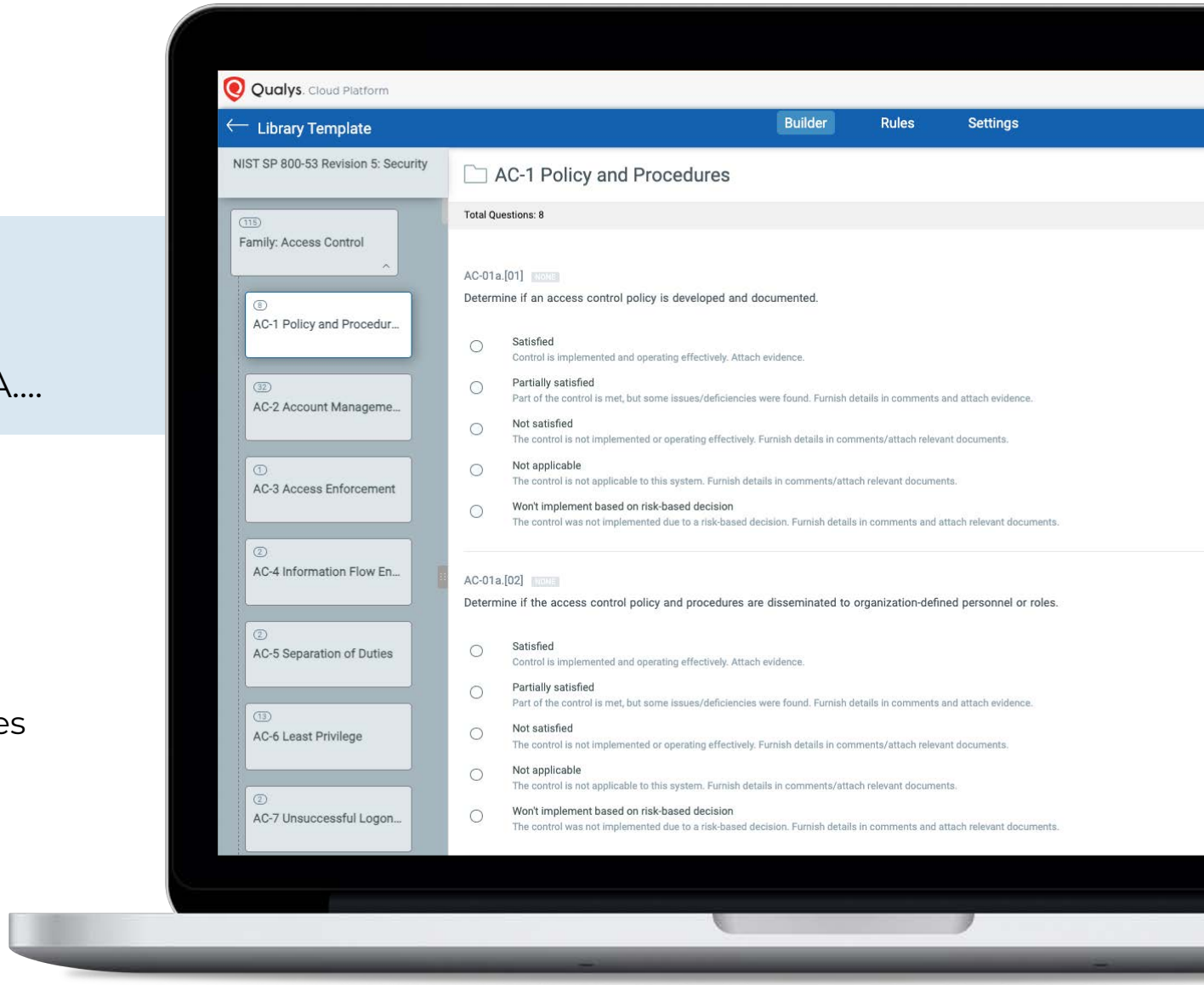


Security Assessment Questionnaire

40%

requirements are related to compliance documentation in NIST, PCI 4.0, GDPR, HIPAA....

- Coverage for procedural controls
- Create questionnaire and assign to respective stakeholders
- Confirm availability of their policies & procedures as well as compliance control
- Out-of-box template for internal assessments



Qualys Policy Compliance

1200
Out-of-the-box policies

22K
Controls + Custom scripting

450
Technologies

100
Regulations and Frameworks

CIS & Configuration ~~Assessment~~ vs. Management

Assessment (SCA)

- Entry-level compliance solution
- CIS and configuration *assessments*
- Manual processes, ticketing, remediation
- No customized compliance reporting
- No auto-discovery
- 98% *more* time and cost

Management (PC)

- Advanced compliance with CIS & configuration *management*
- 1200 polices & 22K controls mitigate audit failures
- Out-of-the-box policies reduce efforts from days to minutes
- Custom reporting & dashboard ensure you're audit ready
- Auto-discovery & OCA coverage eliminate blind spots
- 98% *less* time and cost

Most security breaches are caused by misconfigurations resulting in downtime, litigation, and brand damage.

Business Outcomes

With Qualys Policy Compliance

Improve compliance and security

30%+ additional compliance & security coverage
Fills gaps not covered by CIS *assessments* alone

Reduce time and effort

Up to **98%** time savings
Two budgeted FTE reduction = **$200K***

Prevent security breaches and audit failures

Improve compliance posture by **50%**
Potential $4M average breach cost savings

Improve functionality and CIS *management*

3.5X more capabilities
Auto-remediate, auto-discovery, custom reporting, etc.

Demo

PC 2.0 Preview

Policy Compliance 2.0

Seamless Onboarding flow to operationalize policy compliance

Communicate compliance to right teams, directly in their tools

Policy Compliance + SAQ for unified Compliance Management

Automatically fix non-compliance in a controlled workflow

Humana.

Dominique Dixon

Associate Director,
Threat and Vulnerability Management

Start Your 30-Day Free Trial of **Qualys Policy Compliance** and get Executive Compliance report

Thank You!