Scaling Cloud Security with Qualys TotalCloud CNAPP

JC Najera
Manager, Security Operations
SYNTAX

SAP Platinum Partner

ORACLE | Partner

aws PARTNER Premier Tier Services

Microsoft Solutions Partner
Microsoft Cloud

Jose Carlos Najera (a.k.a. "JC")

Manager, Security Operations Center, Syntax
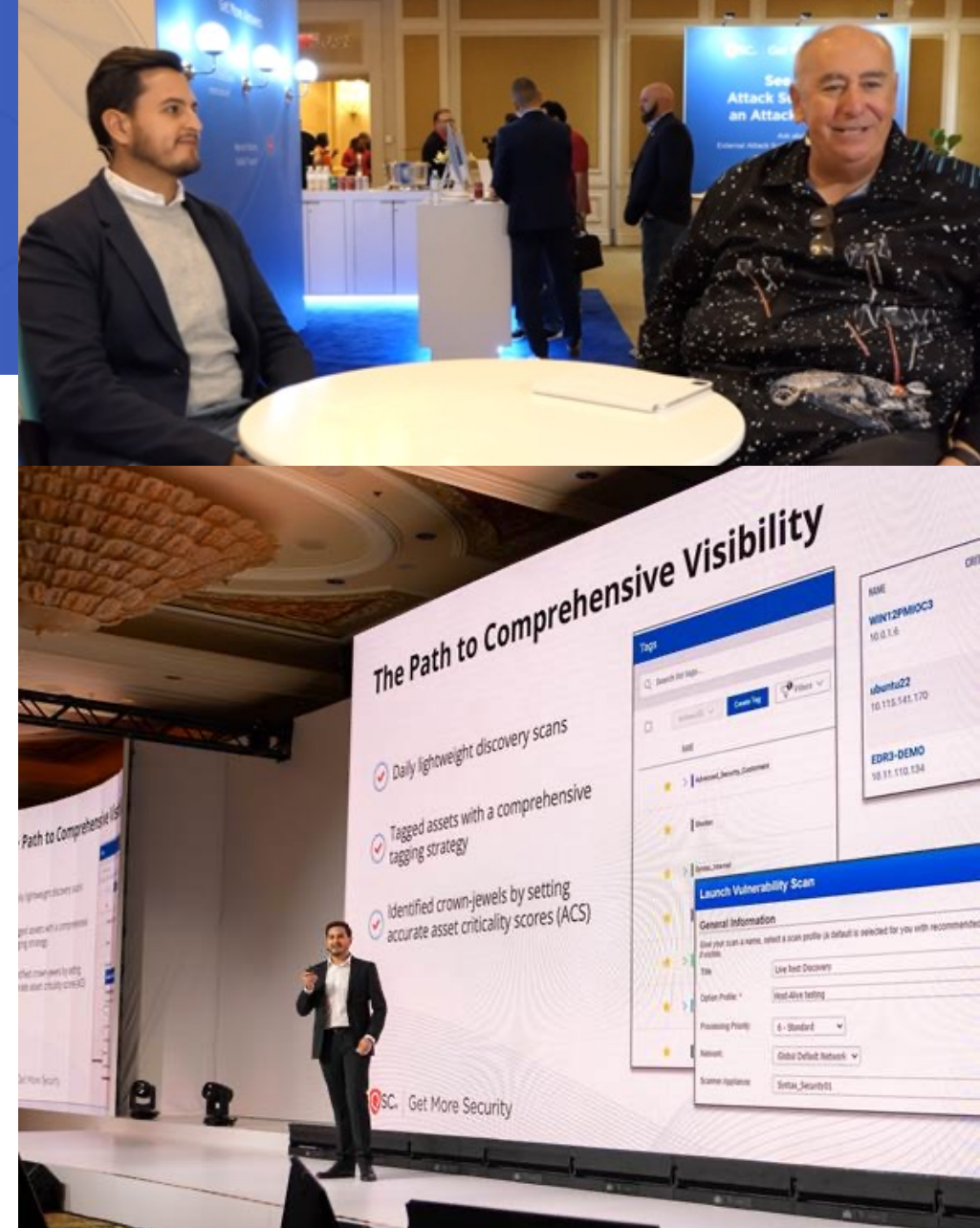
- 12 years in IT Security // 12 Years Qualys user

- Experience with Healthcare, Telecom, Finance and Manufacturing customers

- In 2020 Started his own consultancy firm "levelzero" to provide cybersecurity solutions to SME (small and medium size enterprises)

- B.S. In Electronics from UPAEP (Puebla, Mexico)

△SYNTAX

Syntax Uniqueness

50+

Years in Technology

45+

Years Supporting ERP Applications

17+

Years Supporting
Cloud Infrastructure

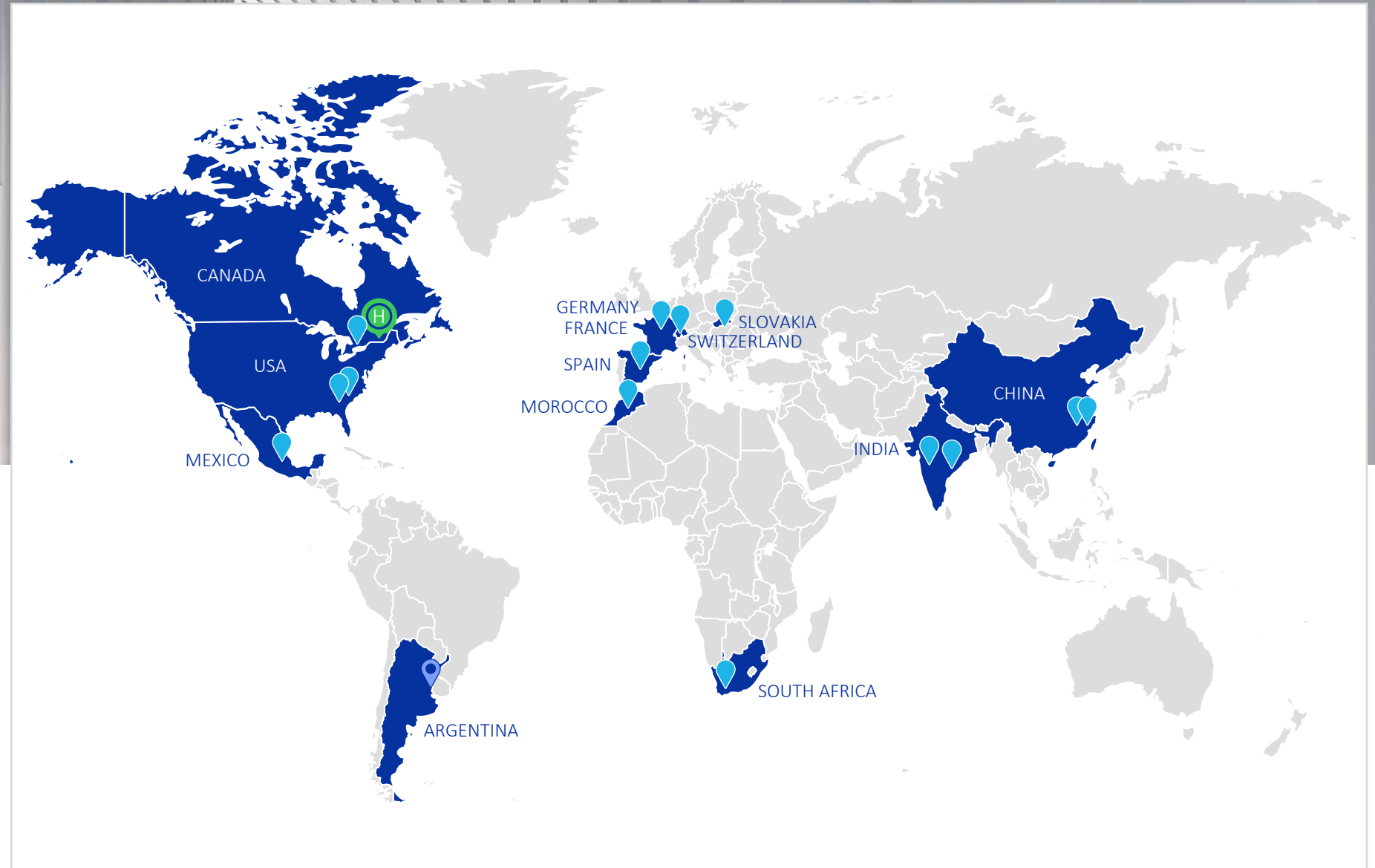**1K+**

Customers Worldwide

12

Countries

2K+

Employees

Syntax is the **ONLY** Premier Partner Worldwide that has the **SAP, Oracle, Microsoft Competencies & MSP Designation**

Our Global Footprint

Office Location

Technical Support

Map labels: CANADA, USA, MEXICO, ARGENTINA, GERMANY, FRANCE, SPAIN, MOROCCO, SLOVAKIA, SWITZERLAND, CHINA, INDIA, SOUTH AFRICA

SYNTAX

Our Qualys partnership has been tremendously valuable thus far

Vulnerability Management Detection and Response (VMDR)

Security Configuration Assessment (SCA)

Asset Inventory

PCI Compliance

Customer since 2017

HOWEVER, SYNTAX IS ON A JOURNEY TO MOVE ITS WORKLOADS TO THE CLOUD.

Its hybrid, its complex, and its challenging.

Critical Requirements while looking for a CSPM solution

Diversity
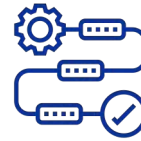
Multi-Cloud Solution Requirements

Maturity

Tools not at the desired level of competence

Flexibility

Complex roll out plans and rigid policies

Efficiency

Cost effectiveness and using industry standards

Qualys TotalCloud CSPM:
Where simplicity and effectiveness meet

Seamless Integration
Set up in minutes. Sync data from multiple clouds.
95% faster deployment than competitive solutions.

Compliance Checks
Continuously monitor 30+ compliance mandates.
99.9% accuracy in assessments.

API Flexibility
Out-of-the-box security controls via APIs.
Seamless integration with existing tools.

Guided Remediations
One-click fixes for high-visibility controls.
Step-by-step guidance for complex issues.

Customized Dashboards
Visualize TruRisk scores across cloud resources.
100% customizable views. Real-time data for informed decision-making.

Building and scaling vulnerability management to the cloud

Qualys TotalCloud CSPM:
Syntax 's Key Successes

Cloud Protection Standards
Create a Syntax Standard to protect Cloud customers

Multi-Cloud Security
Cloud Security Posture management for multiple cloud vendors in the same platform

Exception Tracking
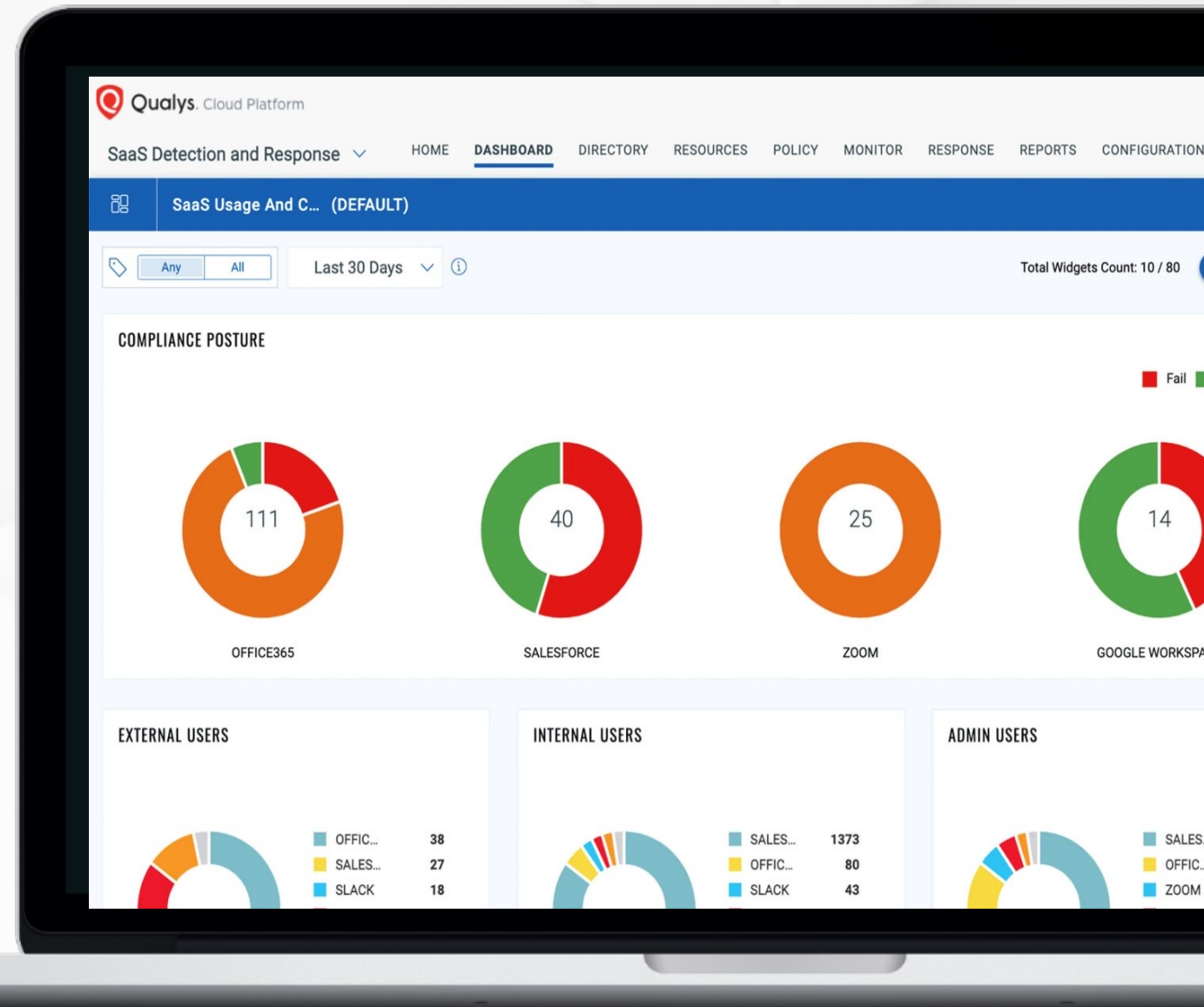Ability to track and document exceptions with custom overrides

VMDR Integration
Integrate Vulnerability Management Process with Cloud Security Posture Management

Standardized Dashboards
Simplified executive and compliance reporting with easy to use out of the box dashboards

Qualys TotalCloud CSPM has driven real outcomes for SYNTAX

90% ▼
Cloud Workload
Identification Time

40% ▼
Mean Time to Respond
(MTTR)

50% ▲
Detection of
Misconfigurations

We are a proud TotalCloud
CSPM customer

We are enabling Syntax's customers to deploy it too.

Positive Impact

Qualys significantly improved our security operations, achieving higher visibility and faster response times

Standard Offering

Qualys Total Cloud is now included as a core part of our service, ensuring every customer benefits from its capabilities.

API Usability

The robust API integration allows us to gather additional metrics, expanding our reporting and enhancing insights for our customers.

Going the extra mile to protect our cloud customers

85% Compliance

FlexScan and VMDR

Container Security

Automated Remediation