Qualys.
ROCon 25
The Risk Operations Conference
APAC

Journey from ASM to RSM

Cyber Risk Management in an AI-powered world

Sumedh Thakar
President & CEO, Qualys Inc

An identity that carried our vision for 20+ years

is now

Qualys®

ROCon 25

The Risk Operations Conference

APAC

Reimagined to reflect where Cyber security is going next

Attack Surface Management

Risk Surface Management

Attack Surface is **expanding**
and so is the **Alert Surface**

AI

Virtual Machines

IoT

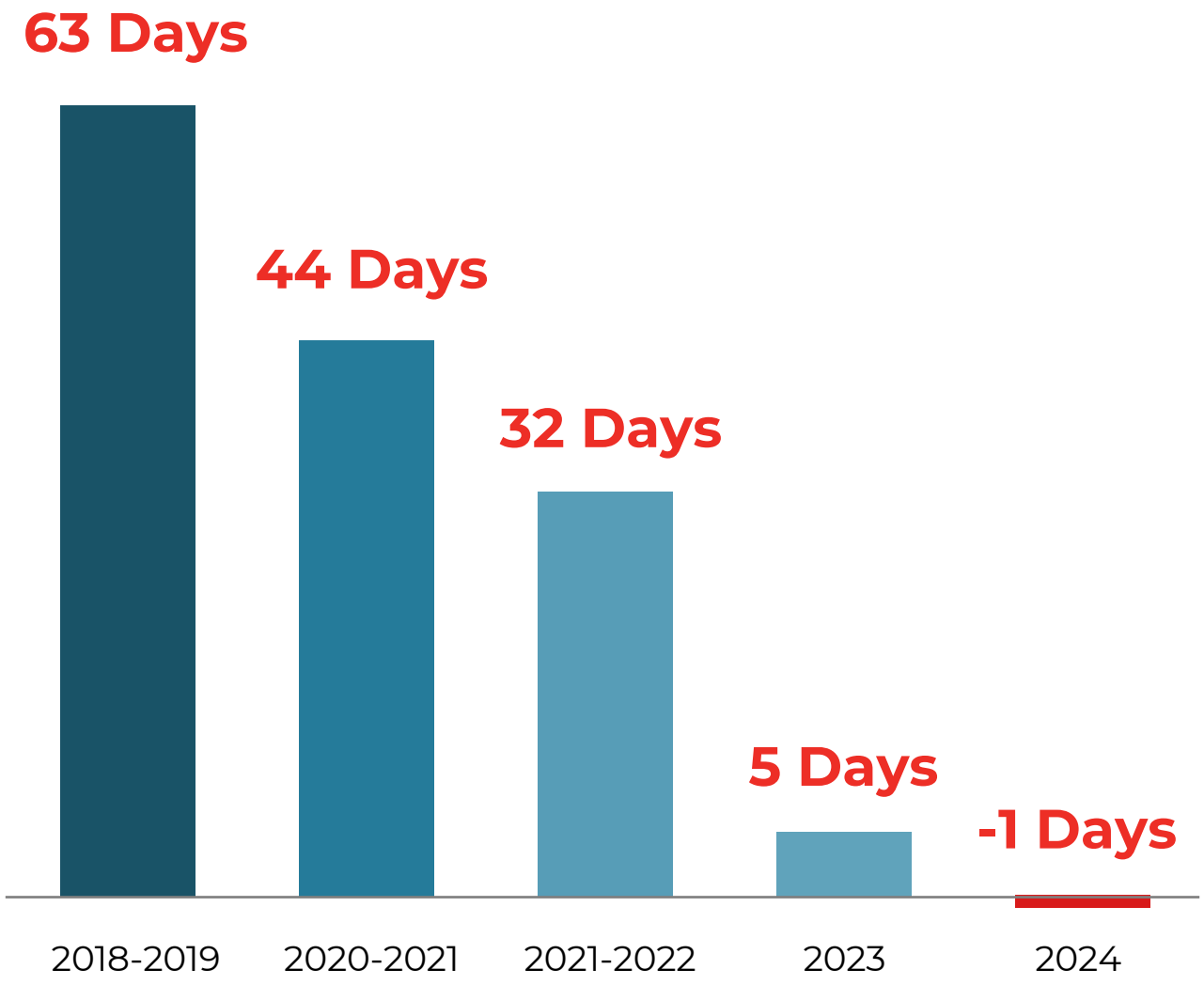
Cloud

End points

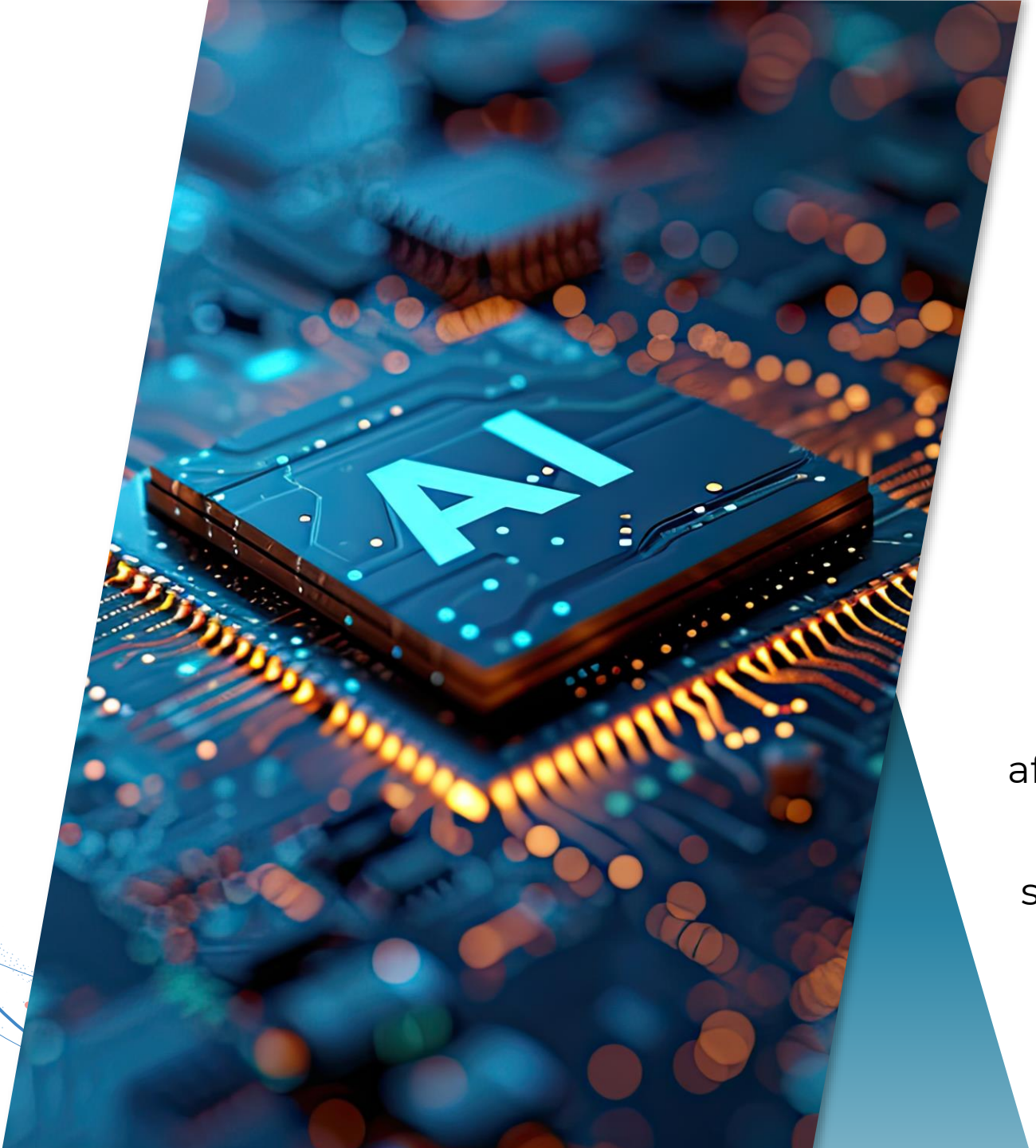
Quantum

Time to exploit is compressing

Historical time-to-exploit timeline



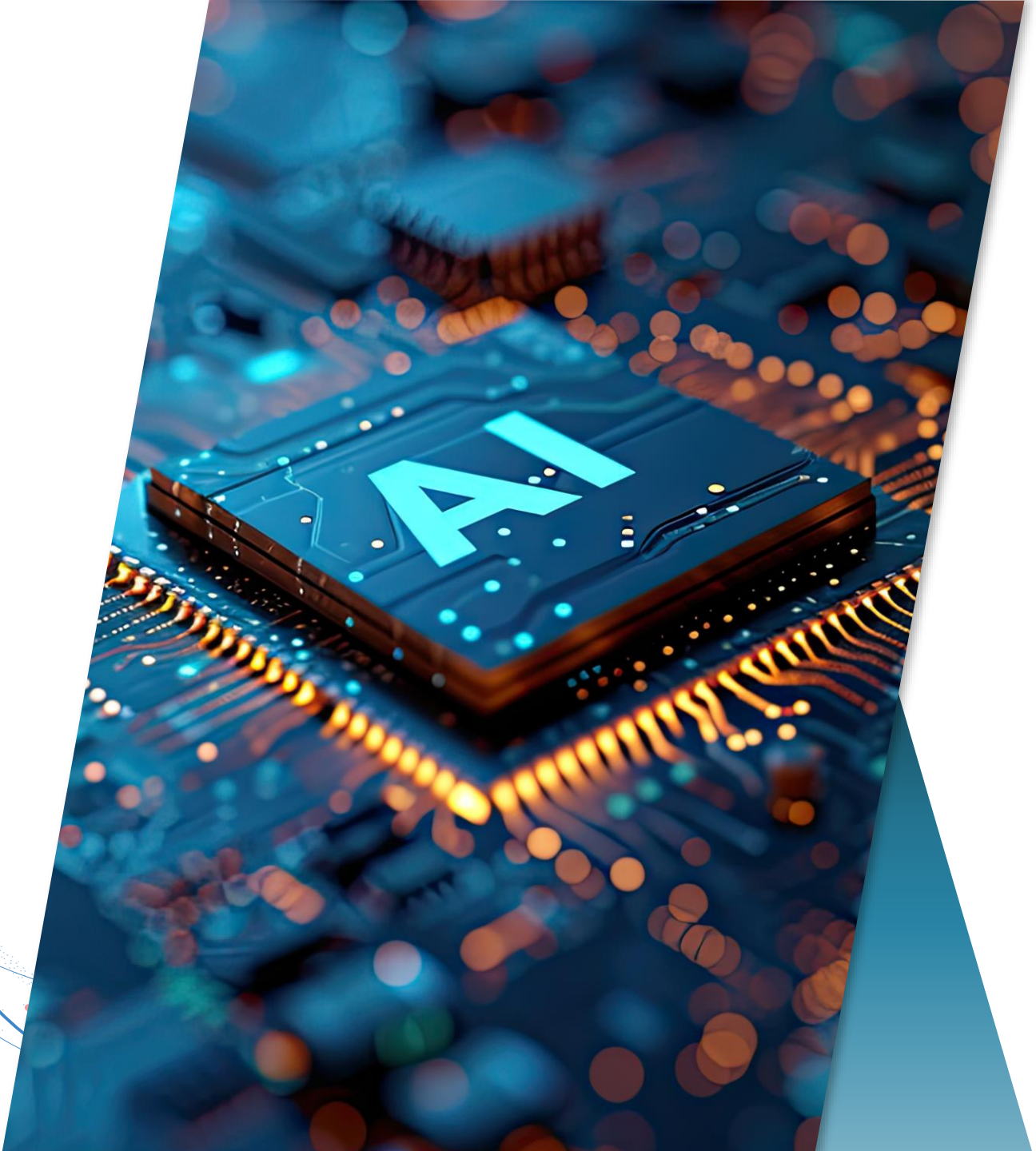
Source: Mandiant



AI is accelerating the exploit timeline

Charcoal Typhoon and Salmon Typhoon (China-affiliated), Crimson Sandstorm (Iran-affiliated), Emerald Sleet (North Korea-affiliated), and Forest Blizzard (Russia-affiliated)

Used OpenAI services for querying open-source information, translating, finding coding errors, and running basic coding tasks



AI is accelerating the exploit timeline

Attackers used Anthropic’s Claude Code to automate end-to-end ransomware

Low-skill actors using Claude for extortion workflows and selling AI-assisted ransomware kits

Not every vulnerability matters — but the right 1% matters **a lot**

~4–6% of all known vulnerabilities are exploited in the wild

~1–2% are weaponized within days after disclosure

<1% account for the majority of real-world breaches

And fixing those at the speed of light matters **the most**

Budgets
aren’t growing at the same rate as the attack surface and pace of attacks

To stay ahead,
we need more
than just visibility
We need **prioritization**
We need fast **remediation**

We need

Risk Surface Management

WHAT IS CYBER SECURITY?

Cybersecurity is a risk management function

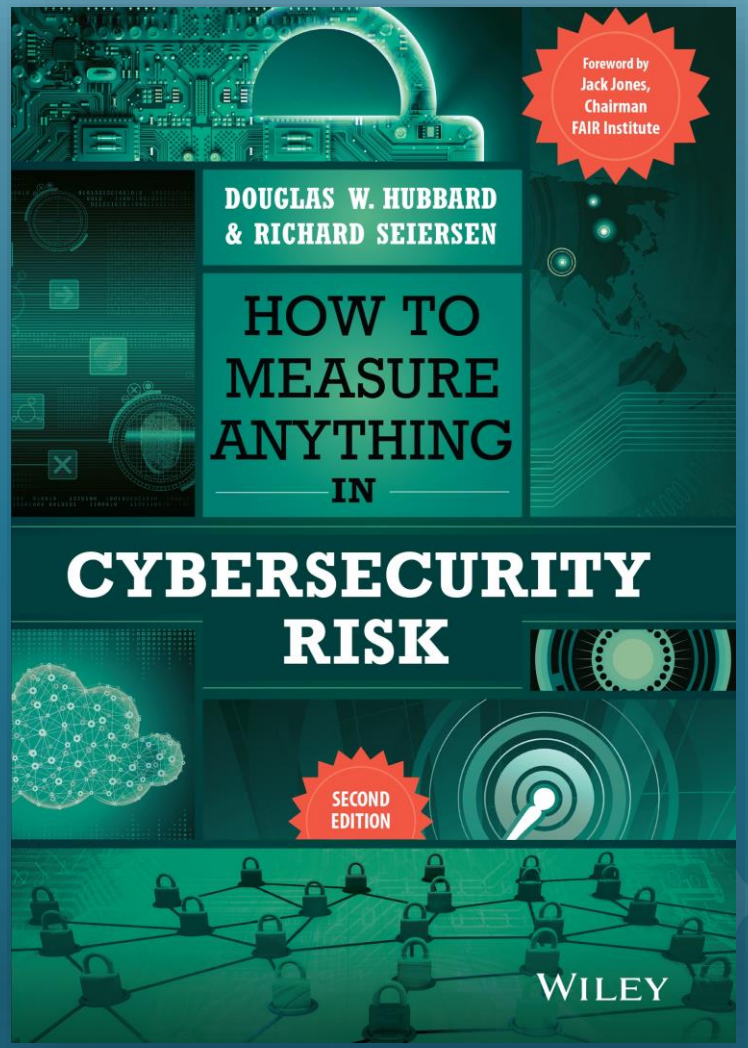
What is Risk Management?

Risk Management

is the mitigation or transfer of risk for the most plausible losses that could impact the business.”

Richard Seiersen

Chief Risk Technology Officer, Qualys



Risk management is about **reducing the likelihood of a major financial loss** to the business

What is your

Value at Risk (VAR)?

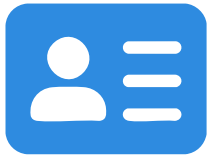
CEO, CISO, CIO, CFO and the Board should collaborate to define value at risk

Risk Factors

Vulnerabilities

Misconfiguration

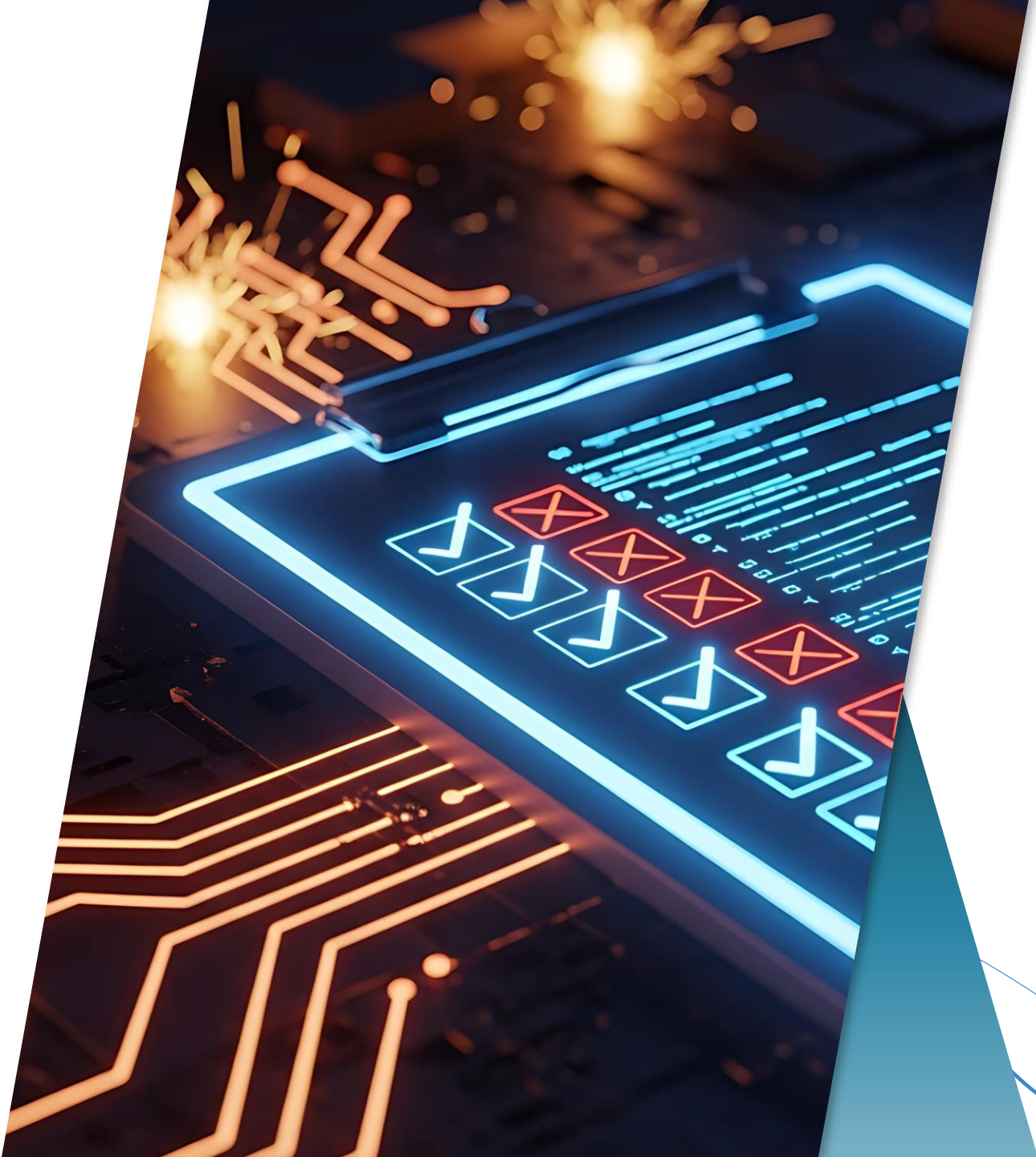
User Identities



State of **Security Posture** Management today

It seems like today we're all playing **"Risk Whack-A-Mole"**

Dashboard Tourism



Need for an **operationalized process** for cyber risk management

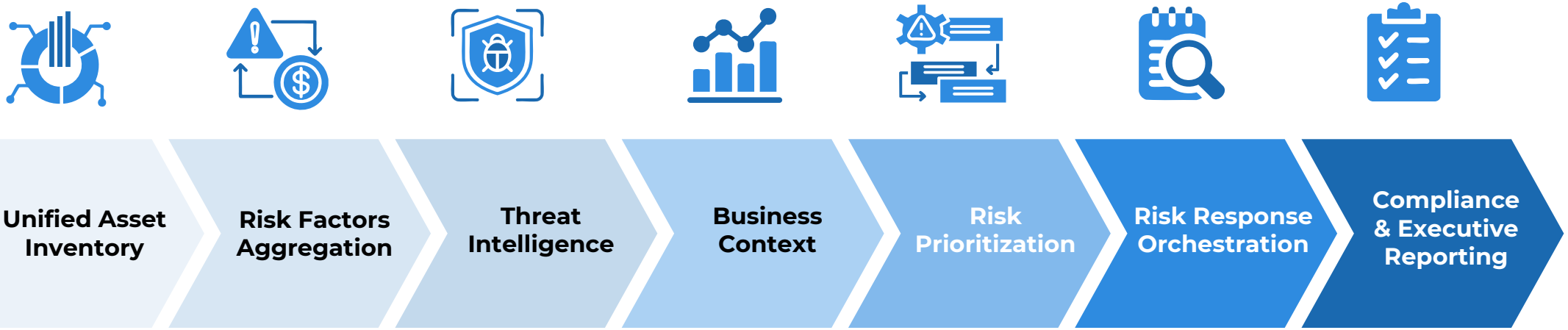
In 2024, we introduced the

ROC

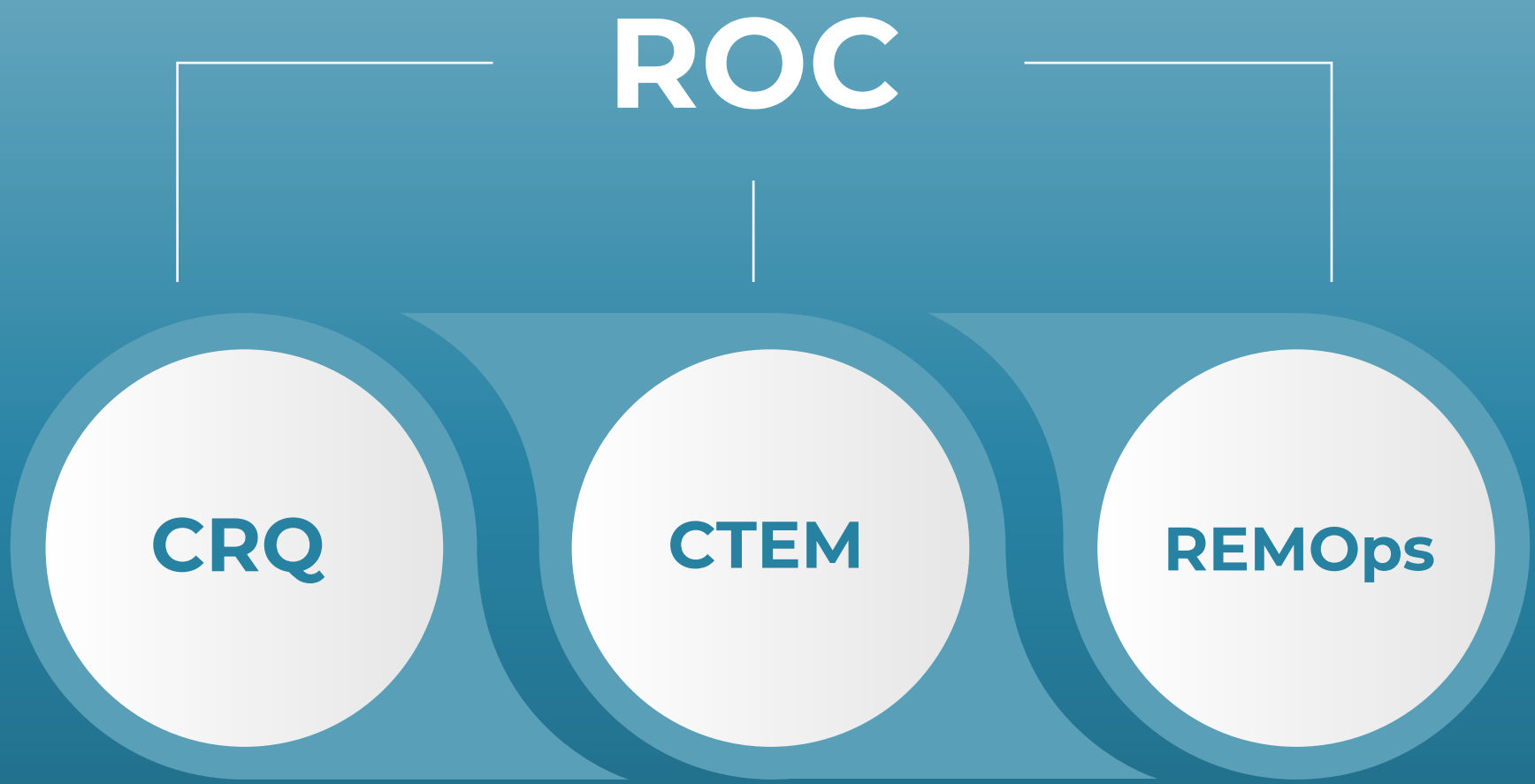
Risk Operations Center

The Risk Operations Center

Operationalize



CTEM Solutions Overexpose your exposure


ROC
CRQ
CTEM
REMOps

Cyber Fusion Center ROC

It integrates SOC and ROC functions to create an intelligence-driven, unified hub for proactive threat detection, response, and organizational resilience

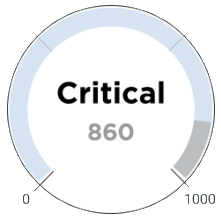
The World's First
ROC in the Cloud
QUALYS ETM

Enterprise TruRisk Management

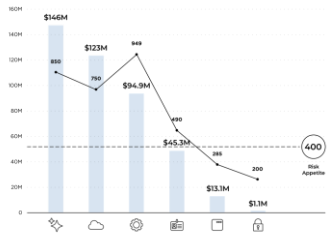
Qualys ETM

Qualys

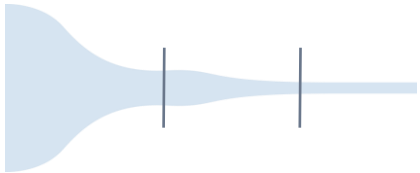
Measure



Communicate



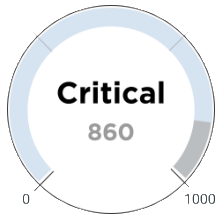
Eliminate



Qualys ETM

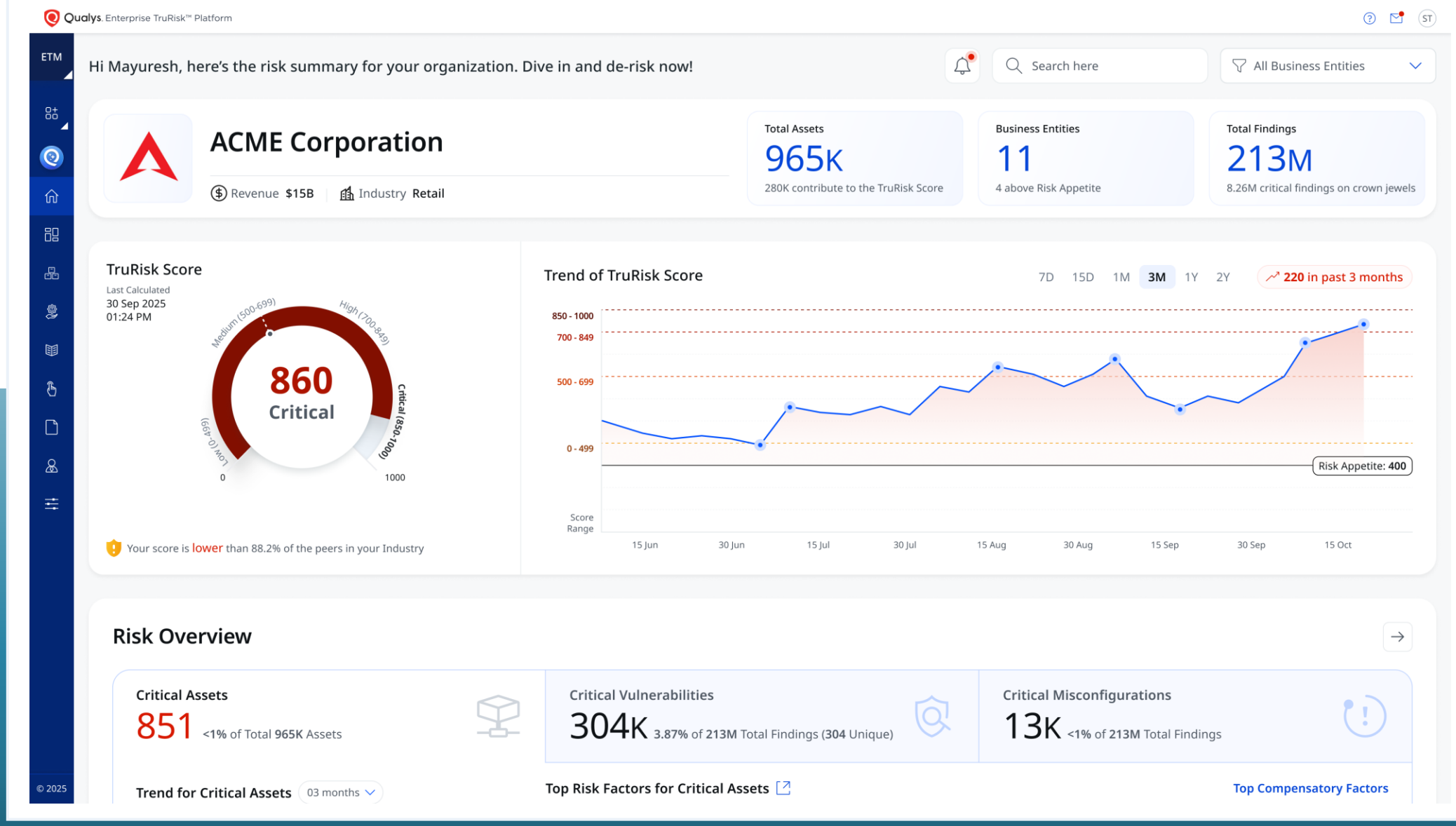
Qualys.

Measure



Communicate

Eliminate

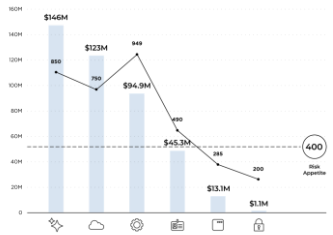

Qualys. Enterprise TruRisk™ Platform
ETM
Hi Mayuresh, here's the risk summary for your organization. Dive in and de-risk now!
Search here
All Business Entities
ACME Corporation
Revenue $15B
Industry Retail
Total Assets
965K
280K contribute to the TruRisk Score
Business Entities
11
4 above Risk Appetite
Total Findings
213M
8.26M critical findings on crown jewels
TruRisk Score
Last Calculated
30 Sep 2025
01:24 PM
Medium (500-699)
High (700-849)
Critical (850-1000)
Low (0-499)
860
Critical
0
1000
Your score is lower than 88.2% of the peers in your Industry
Trend of TruRisk Score
7D
15D
1M
3M
1Y
2Y
220 in past 3 months
850 - 1000
700 - 849
500 - 699
0 - 499
Score Range
Risk Appetite: 400
15 Jun
30 Jun
15 Jul
30 Jul
15 Aug
30 Aug
15 Sep
30 Sep
15 Oct
Risk Overview
Critical Assets
851
<1% of Total 965K Assets
Critical Vulnerabilities
304K
3.87% of 213M Total Findings (304 Unique)
Critical Misconfigurations
13K
<1% of 213M Total Findings
Trend for Critical Assets
03 months
Top Risk Factors for Critical Assets
Top Compensatory Factors
© 2025

Qualys ETM

Qualys

Measure

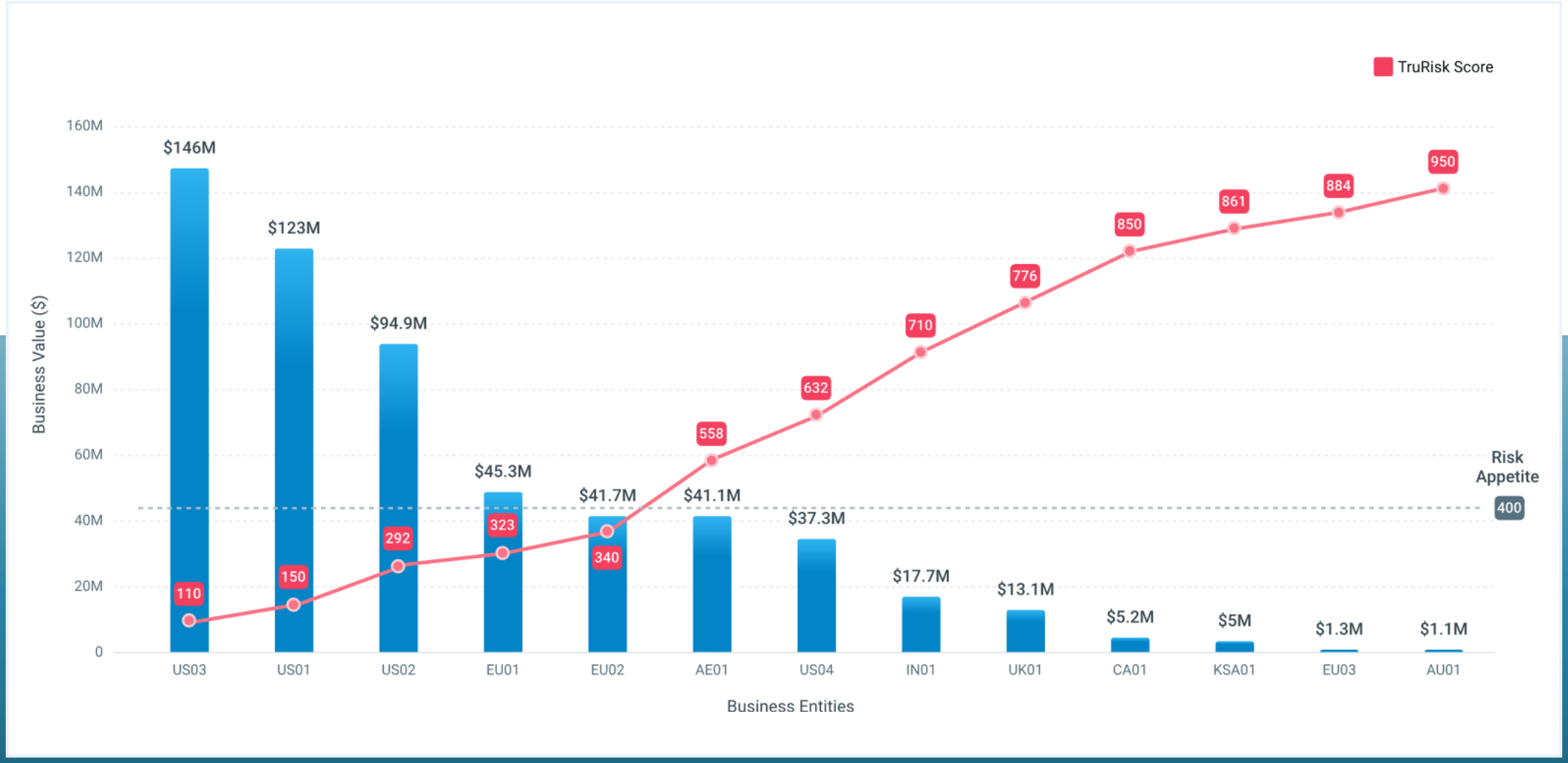
Communicate



Eliminate

Your Partner in **Cyber Risk Management**

Aligns Cyber Risk to Business



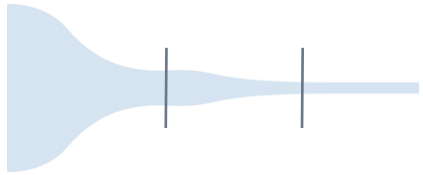
Qualys ETM

Qualys

Measure

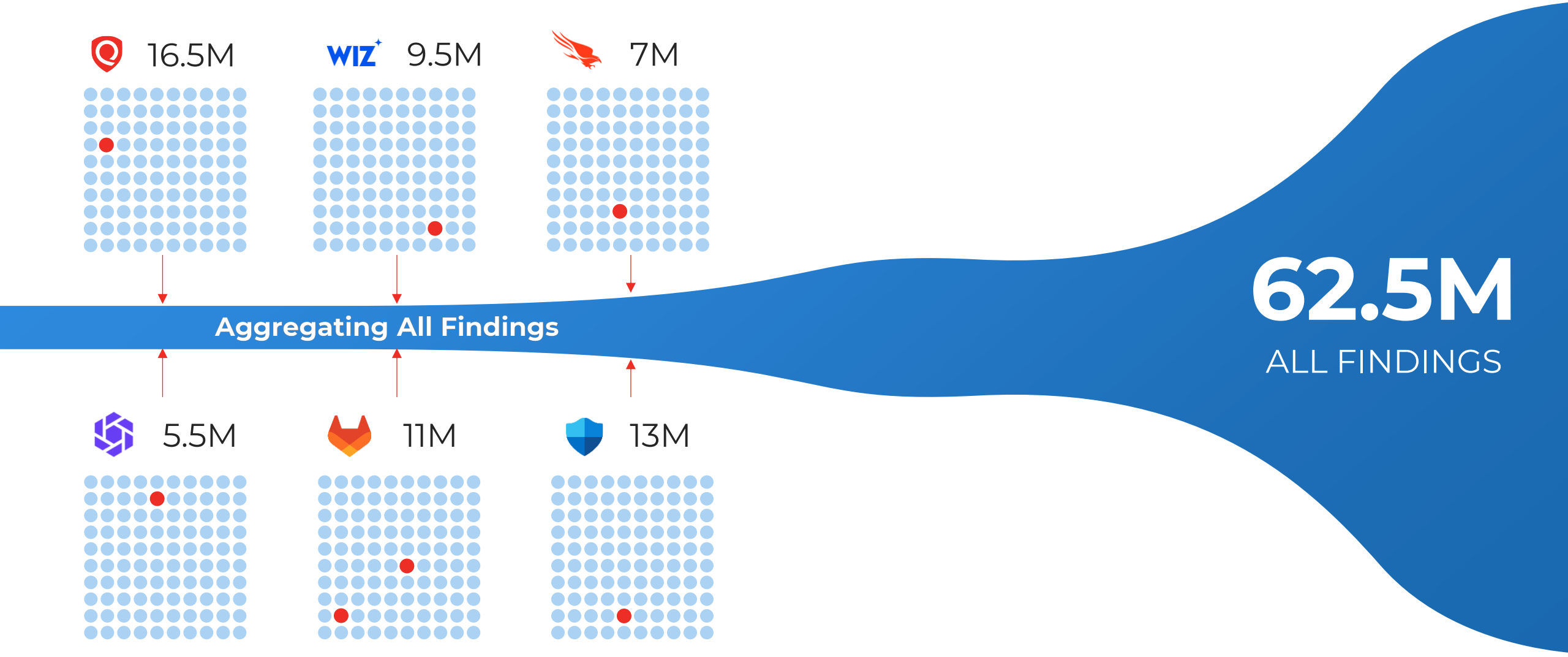
Communicate

Eliminate



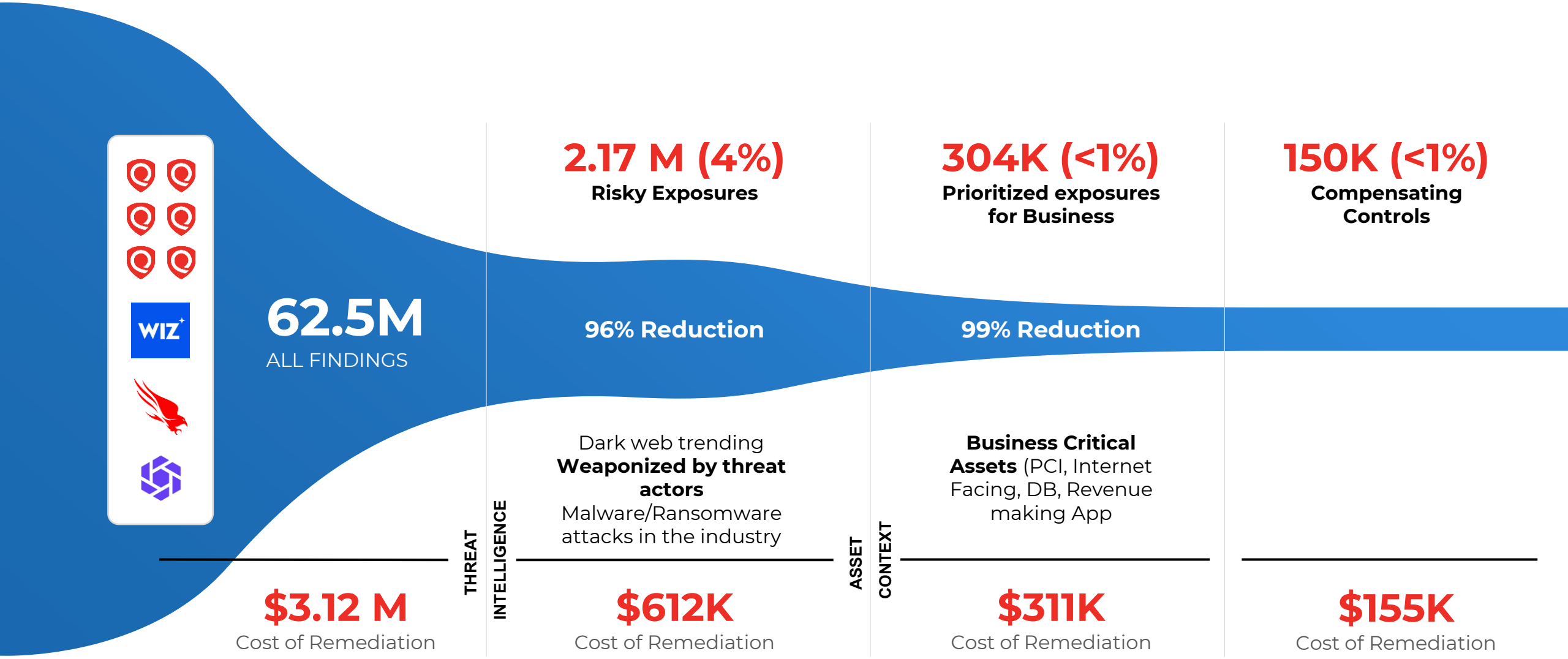
Bring **every exposure** from every security tool

Millions of Fragmented Exposures coming together



Prioritizing Risk which Matters, Increases Efficiency

Risk Operations Center (ROC)



Eliminate Risk With, or Without a Patch

TruRisk Eliminate – Reduce Risk, Reduce Cost of Remediation

150K (<1%)

Exposures (Risky vulnerabilities on critical assets – Internet, PCI, business apps)

$155K (<10%)

Cost of Remediation

High Quality Threat Intel is the brain of Risk Operations Center (ROC)

> Continuously curated and auto-cross-mapped to every security finding for prioritization by 120+ threat engineers

25+ Threat Sources

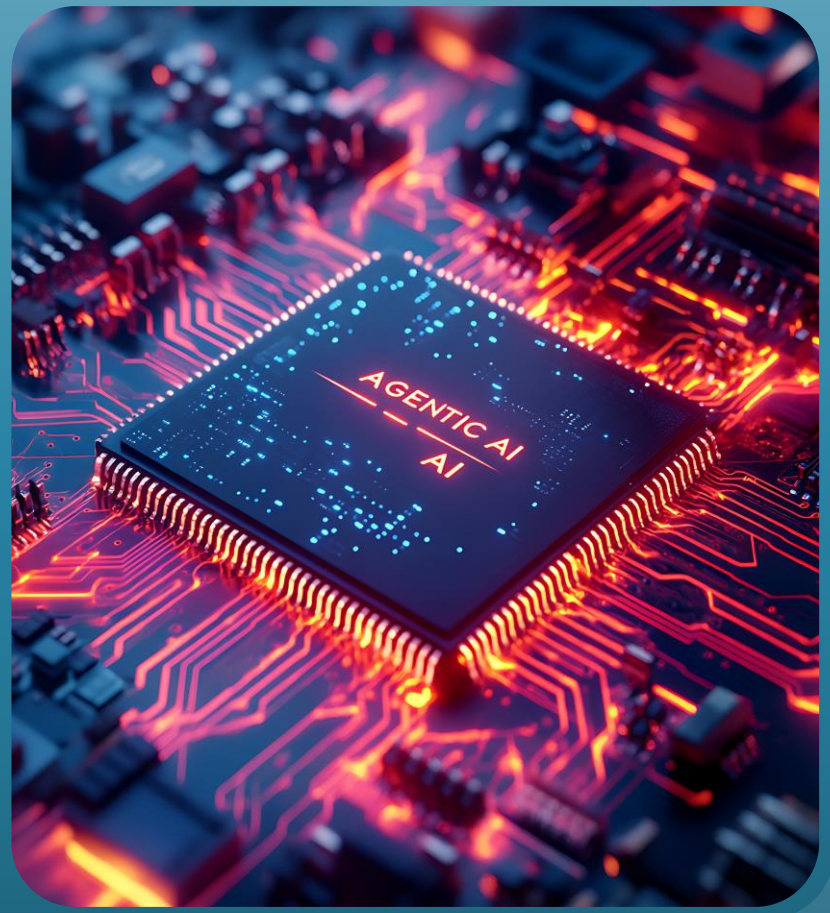
McAfee
GitHub
MISP Threat Sharing
Canadian Centre for Cyber Security
Cybersecurity & Infrastructure Security Agency
FireEye
packet storm
VDE
Reversing Labs
MITRE ATT&CK
Kaspersky Industrial CyberSecurity
GreyNoise Intelligence
NSA
Project Zero
Square Security
EPSS Exploit Prediction Scoring System
Talos
Google
Immunity
metasploit

You can’t fight **machine-speed threats** with **human-speed response**

Human + AI Collaboration

Agentic AI

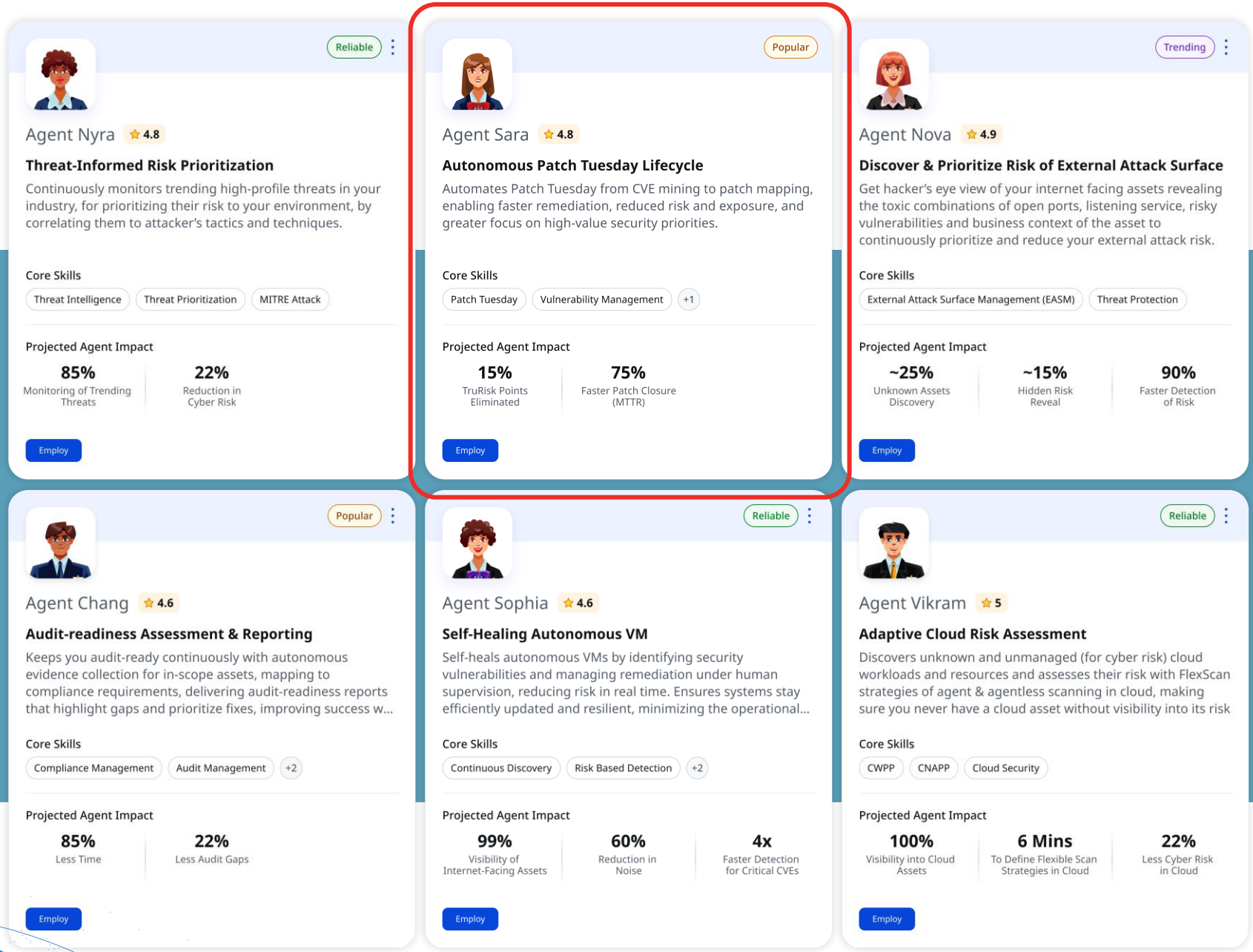
changes the game



Qualys **Unveils Agentic AI** to Power the Industry's First **AI-Native ROC**

Qualys Marketplace of Cyber Risk Agents

Your skilled, digital workforce for autonomous risk management



Popular

Agent Sara ★ 4.8

Autonomous Patch Tuesday Lifecycle

Automates Patch Tuesday from CVE mining to patch mapping, enabling faster remediation, reduced risk and exposure, and greater focus on high-value security priorities.

Core Skills

Patch Tuesday | Vulnerability Management | +1

Projected Agent Impact

15%	75%
TruRisk Points Eliminated	Faster Patch Closure (MTTR)

Employ

Current Posture

20.92K of 112K

Assets (18.67%)

45.73K of 410K

Finding Instances (11.15%)

59

Unique Vulnerabilities

6.1K

Critical Vulnerabilities

950 Critical

TruRisk Score

56D

MTTR

Popular

Agent Sara ★ 4.8

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Projected Agent Impact

15%	75%
TruRisk Points Eliminated	Faster Patch Closure (MTTR)

Employ

Plan

Patch Critical risk on Non-critical Assets

- **30%** critical risks on non-critical assets open **56 days**
- **85%** are patchable, with no reboot required

Action

Create Patch Job

Potential TruRisk Reduction 950 → 450

Mitigate the Risk on Critical Assets with No Patch

- **20%** remain unpatched **>180 days** on crown jewel servers
- **75%** are mitigable by applying **17 mitigations**

Action

Create Mitigation Job

Potential TruRisk Reduction 950 → 670

Popular

Agent Sara ★ 4.8

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Core Skills

Patch Tuesday | Vulnerability Management | +1

Projected Agent Impact

15%	75%
TruRisk Points Eliminated	Faster Patch Closure (MTTR)

Employ

Task: Patch Critical Vulnerabilities on Non-Critical Assets

Outcome

TruRisk Score Impact

950 Critical → 302 Low

-47% Improvement

Reduced MTTR

56 Days → 27 Days

-48% Faster remediation

Patch Coverage

96% Patch Tuesday CVEs Remediated within 14 days

-60.7% Faster remediation

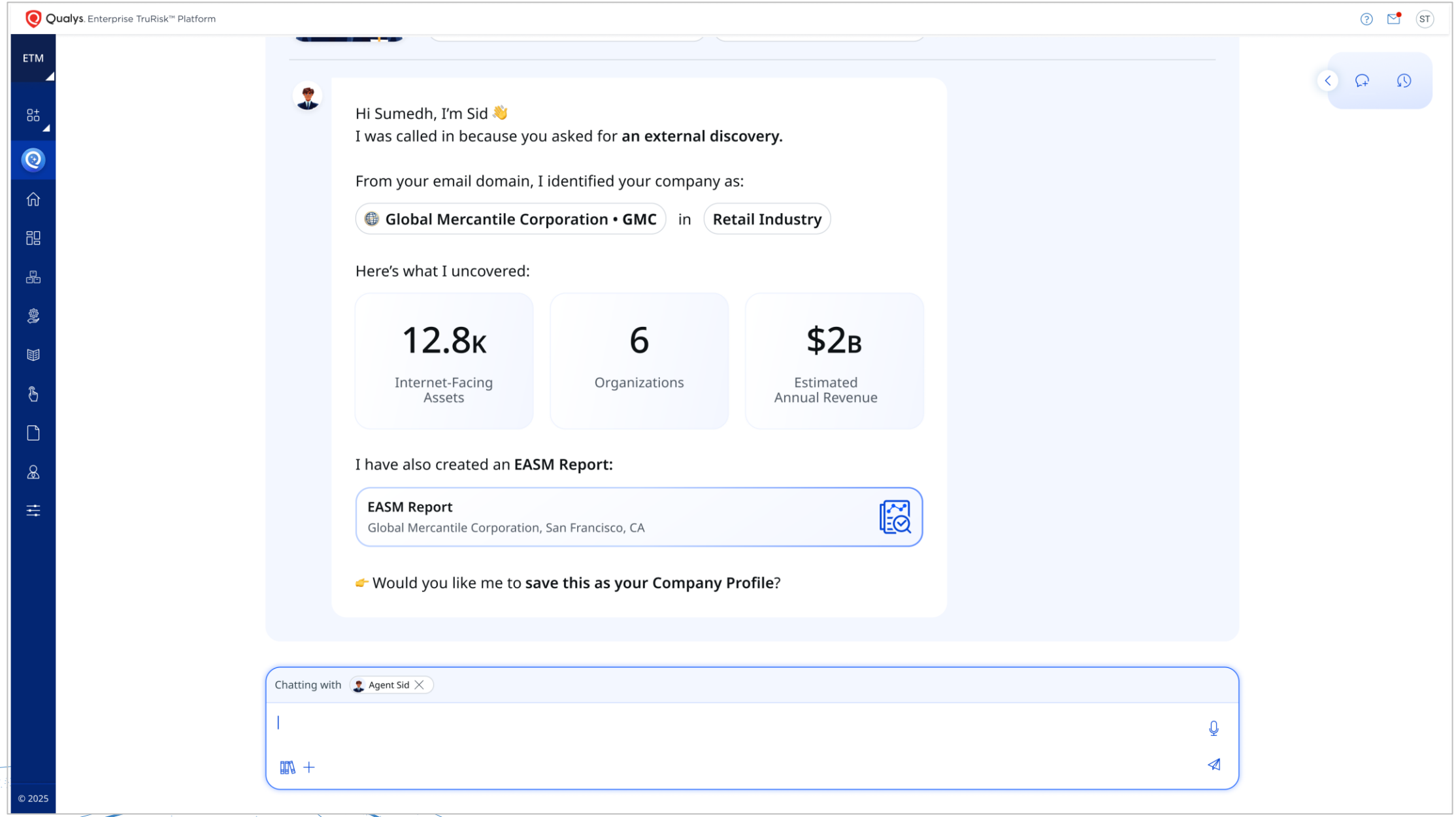
Residual Patch Tuesday Risk

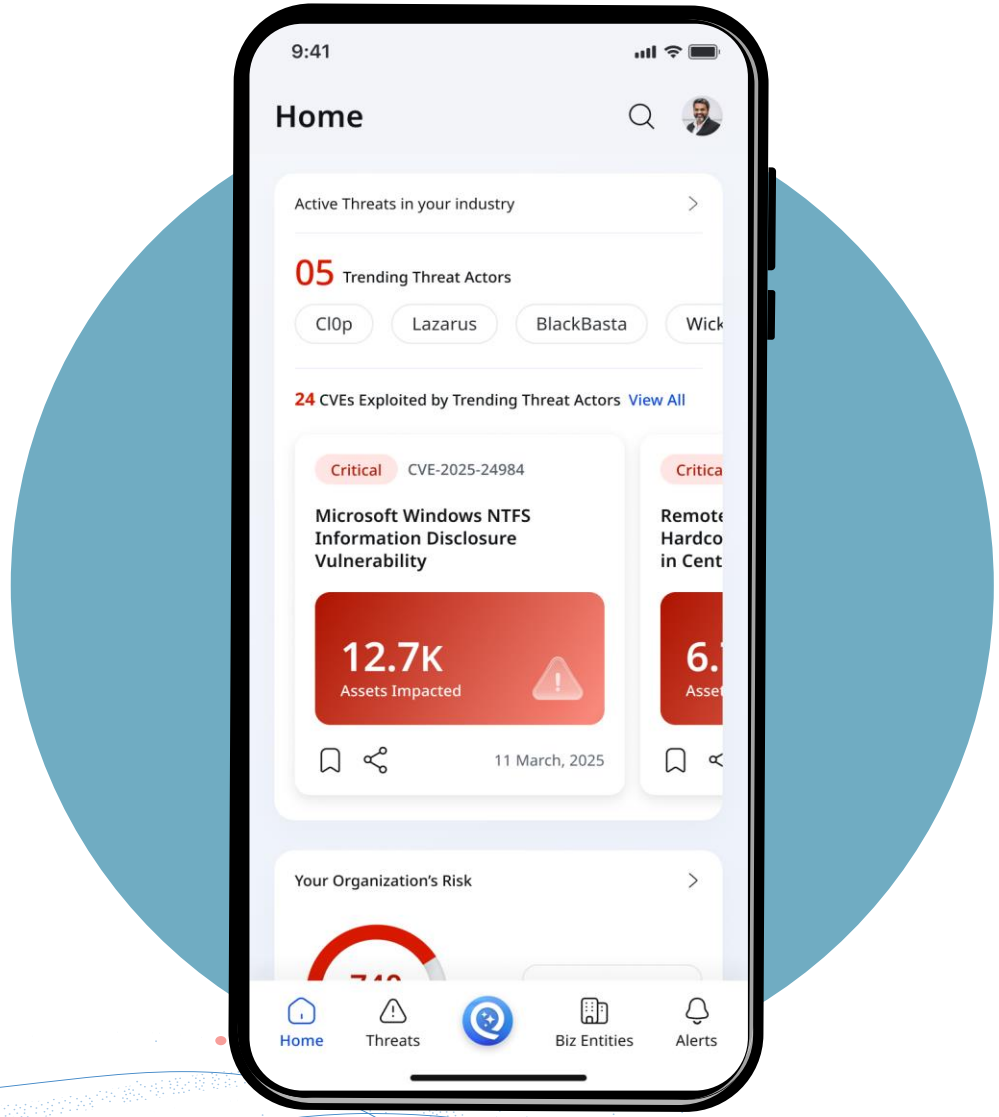
4% Remaining findings

Patch not available, Mitigation can be Applied

Cyber Risk Assistant

Helps users navigate and evaluate their risk posture with a NLQ


Qualys. Enterprise TruRisk™ Platform
ST
ETM
Hi Sumedh, I'm Sid 👋
I was called in because you asked for an external discovery.
From your email domain, I identified your company as:
Global Mercantile Corporation • GMC
in
Retail Industry
Here's what I uncovered:
12.8K
Internet-Facing Assets
6
Organizations
$2B
Estimated Annual Revenue
I have also created an EASM Report:
EASM Report
Global Mercantile Corporation, San Francisco, CA
👉 Would you like me to save this as your Company Profile?
Chatting with
Agent Sid
© 2025



Democratize

access to diverse security data

Introducing
mROC

managed Risk Operations Center

mROC Partners

ETM

Cyber Insurance

Qualys®

Enterprise TruRisk™ Management

Measure, communicate and eliminate cyber risk

De-risk your business
with the **Risk Operations Center**

DEMO

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