

SUCCESS STORY

IDB Bank fortifies its AWS Environment with Qualys TotalCloud

IDB BANK

INDUSTRY

Financial Services

IDB Bank is a New York-based commercial bank providing financial services to private clients and companies across branches in New York, New Jersey, Florida, and California.

Founded 1935, New York, NY

$13.8 billion total assets

$9 billion net loans

PRODUCTS

Qualys TotalCloud (CNAPP)

AWS SERVICES USED

Amazon EC2, Amazon S3, Amazon RDS, Amazon VPC

REGION

North America

Website

Executive Summary

IDB Bank, a prominent financial institution, operates multiple workloads and corporate websites hosted on Amazon Web Services (AWS). With a focus on ensuring continuous security and compliance in the cloud, IDB Bank sought a unified, efficient solution to manage vulnerabilities, maintain asset inventory, and adhere to financial regulatory mandates.

Takeaways

Beatrice Sirchis, First Vice President Head of Application Security at IDB Bank, faced numerous challenges to gain and maintain full visibility over AWS asset inventories, including EC2 instances and S3 buckets. The requirement was to manage security posture effectively, to meet strict compliance mandates while reducing operational complexity and risk exposure. Reporting security posture to multiple internal stakeholders efficiently was also a high priority.

Qualys' cloud-native TotalCloud platform integrated natively with AWS, providing agentless discovery and continuous assessment of cloud assets. This solution allowed IDB Bank to:

- **Automate asset discovery** and vulnerability scanning across AWS environments without additional software deployment
- **Leverage built-in compliance policies** mapped to industry frameworks like CIS and financial regulations such as New York Department of Financial Services (NYDFS)
- **Simplify reporting with comprehensive**, multi-format outputs tailored for security teams, infrastructure, risk management, and auditors

Business Outcomes

- **100% visibility into critical vulnerabilities** on AWS-hosted assets, with increased detection coverage across the cloud estate
- **Report generation and sharing time cut by 80%,** accelerating remediation and stakeholder communication
- **MTTR reduced from 30 days to 1–2 days** through CMDB sync and automated ticket assignment by business context
- **Streamlined compliance management,** easing adherence to NYDFS and CIS standards

Business Outcomes

100%

visibility into critical AWS vulnerabilities

80%

reduction in report generation and sharing time

15x

faster remediation — MTTR from 30 days to 1–2

Technical Outcomes

With the Qualys + AWS partnership, IDB Bank realized major improvements in security, operational efficiency, and compliance management. The integrated platform delivered measurable KPIs:

Complete visibility of all assets with continuous discovery, providing IDB Bank the ability to manage everything on-premises, cloud and external internet-facing assets

Proactive management of tech debt (EoL/EoS) with effective dashboarding and planning for software, hardware, and OS updates/ mitigation to reduce risk for critical assets

Continuous risk assessment of unauthorized software (such as file sharing or packet inspection) and missing security agents

CMDB sync to add previously missing cloud assets to IT's source of truth and, more importantly, leveraging business context for assets to automatically assign remediation tickets to the appropriate teams (MTTR slashed from 30 days to 1-2 days)

Reporting through a unified dashboard with defined risk thresholds and automated alerts, allowing managers to easily prioritize issues.

- **Compliance mapped to NYDFS** and other mandates was dramatically streamlined; built-in policy modules ensured "out-of-the-box" adherence to frameworks such as CIS.
- **User-friendly reporting** democratized security visibility and accountability to non-security teams, fostering collaboration and driving better business decisions

Why Qualys & AWS?

The IDB Bank-Qualys partnership leverages AWS's robust cloud infrastructure and Qualys's expertise in cloud security management. By using Qualys TotalCloud via AWS Marketplace, customers benefit from:

- **Unified Hybrid Cloud Discovery** and Scanning Across VMs, Kubernetes, Containers, Serverless, APIs, and LLMs
- **Continuous CIS-certified posture management** and customizable remediation playbooks for 80+ AWS Services across compute, identity, network, storage, Kubernetes and AI
- **Complete security across the AWS Supply Chain** including shift-left scanning of AWS AMIs and Images in ECR and CodeBuild
- **Recognition of Qualys as an AWS** ISV partner with AWS Graviton Ready solutions, ensuring high performance and compatibility

> "Not only can we see every asset on-prem and in the cloud, but we also know the overall risk. From one view, we see overall risk, identify critical vulnerabilities and EoL/EoS, and determine the extent to which they affect various assets throughout the entire attack surface. This comprehensive asset data allows us to automatically allocate tasks to the relevant teams, thereby reducing remediation time by up to a month."



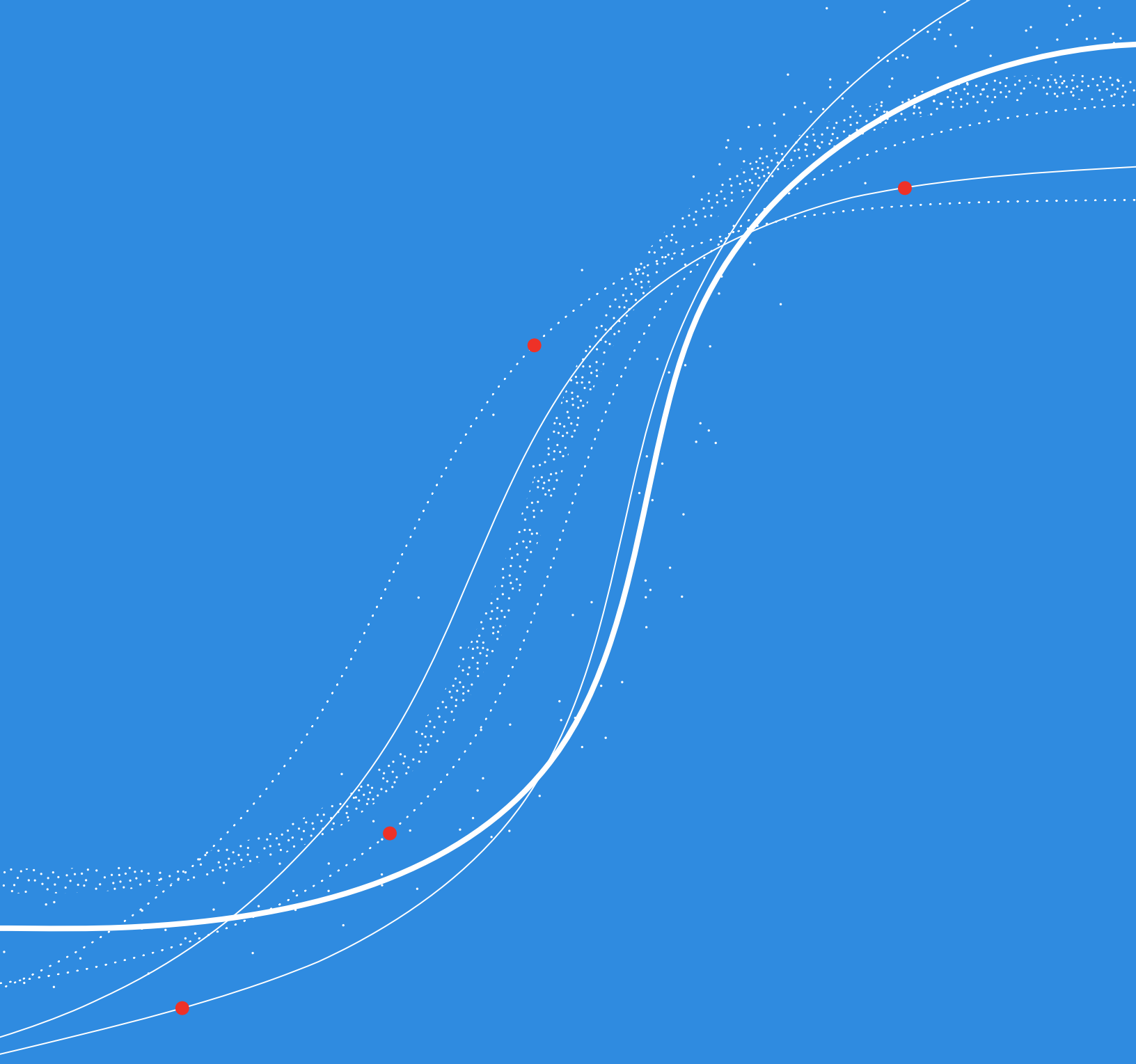
Beatrice Sirchis
First VP, IDB Bank

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About Qualys

Qualys, Inc. (NASDAQ: QLYS) is a pioneer and leading provider of disruptive cloud-based security, compliance and IT solutions with more than 10,000 subscription customers worldwide, including a majority of the Forbes Global 100 and Fortune 100. Qualys helps organizations streamline and automate their security and compliance solutions onto a single platform for greater agility, better business outcomes, and substantial cost savings. For more information, please visit qualys.com. Qualys, Qualys VMDR® and the Qualys logo are proprietary trademarks of Qualys, Inc. All other products or names may be trademarks of their respective companies.

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