



# Qualys TotalCloud FlexScan Playbook

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# Qualys TotalCloud – Unified Vulnerability, Threat, and Posture Management

Managing cyber risks across cloud workloads, services, resources, users, and applications is a major challenge as business applications and on-premises infrastructure migrate to the cloud. Cloud applications are especially vulnerable to attacks due to siloed cloud-security tools that increase asset protection costs and complexity.

## Frequently asked questions

- I have a new account being added to my cloud eco system, but I am unable to see what is deployed in my account (blind spots).
- I observe certain vulnerable resources being deployed, but I only learn about them after a few hours have passed. How can I gain rapid asset visibility and vulnerabilities?
- I have several cloud services that are deployed using IaC templates, however I occasionally see misconfigurations after deployment that are difficult to correct.
- I have an offline task that I cannot scan till it is operational. After it's started, I notice a slew of discoveries, but it's too late because it may include active exploits.
- I have publicly faced cloud workload, I know it, and require that it be made public. How can I proactively gather an attacker's perspective on vulnerabilities?

## How can Qualys help?

Qualys TotalCloud is a cloud-native security product that provides the following benefits:



- Offers **maximum security coverage** of your infrastructure through agent and multiple agentless assessment option.
- Provides **highly accurate and trustworthy** detection of vulnerabilities and misconfigurations.
- Consolidates **workload and cloud posture** into a single risk-based metric and provides specific insights to reduce the risk.
- Reduces **risk by automating the remediation** of your highest-risk assets.
- Provides **proactive security** by checking for security

issues before deployment.

Read more about FlexScan in our blogs:

[Why Is Snapshot Scanning Not Enough?](#)

[Use Qualys Flow to Automate Detection & Remediation with No-code Workflows](#)

[In-Depth Look Into Data-Driven Science Behind Qualys TruRisk](#)

[Introducing TotalCloud – Cloud Security Simplified](#)

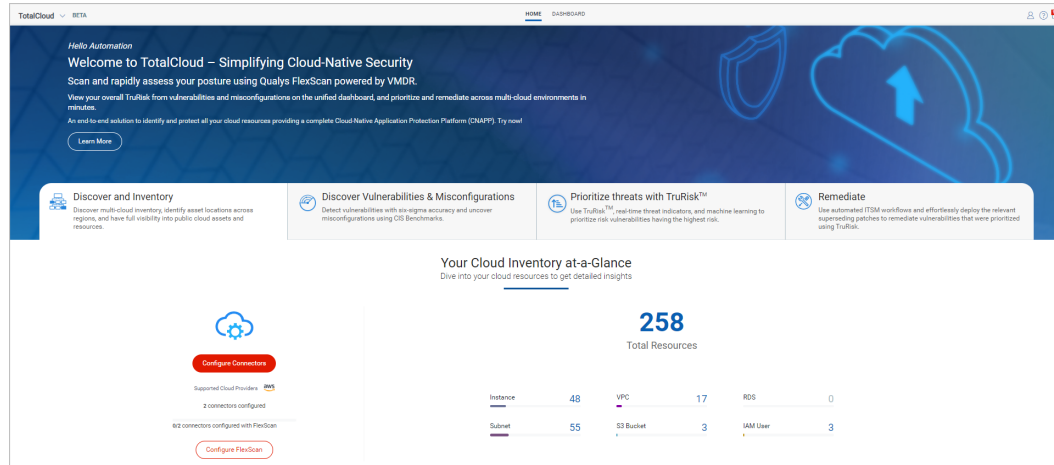
[Announcing General Availability of Qualys TotalCloud](#)

[Real-Time Defense of Multi-Cloud Environments From Malicious Attacks and Threats](#)

Refer [Qualys blogs](#) to know more about strengthening your defenses consistent with CISA Shields Up guidelines and [Qualys Documentation](#) to set up and configure Qualys apps.

## Let's Get Started

Let's look at the Qualys and AWS configurations required to enable Zero-Touch API Scans.



# Scan and Rapidly Assess Your Posture Using Qualys FlexScan Powered by VMDR

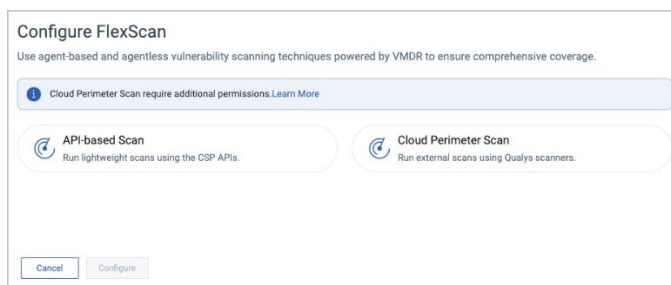
Qualys FlexScan is the new zero-touch, cloud-native method of conducting agent and agentless security assessments. Zero-touch means that no complicated configurations, such as IP ranges, regions, connectors, etc., are required, nor is there a requirement to create a schedule to enable scanning.

## How will Qualys TotalCloud with FlexScan simplify cloud security products?

- Automatically uses the cloud APIs.
- Determines the appropriate configuration parameters.
- Starts scanning as soon as it discovers a new workload.
- Leverages Qualys' 6-sigma (Show 99.99966%) accuracy scanning capabilities.
- Reduces false positives so that you can focus on critical vulnerabilities.

## Qualys FlexScan Scanning Options

FlexScan supports the following scanning options.



### API-based Scan

- FlexScan uses Cloud Service Provider (CSP)-provided APIs.
- Gathers operating system (OS) package inventory for vulnerability analysis.
- API-based assessment is quick.
- Best suited for short-lived workloads and the initial assessment of new workloads.

### Network-based Scan

- FlexScan can use network scanner appliances to assess workloads over the network.
- Automatically instantiate the network scanning of the workload in the appropriate network.
- Network scanners provide similar assessment capabilities as an agent.
- Networks should be used to assess workloads facing the internet and for workloads on which agents cannot be installed.

### Agent-based Scan (supported using Cloud native services)

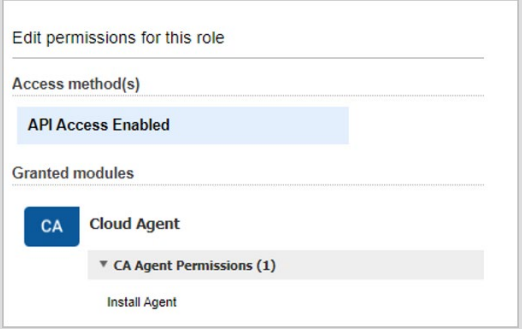
- FlexScan uses the agent embedded in the workload to collect operating system, installed software, and other workload-specific metadata information for vulnerability analysis.
- Automatically installs the agent if it does not detect the Qualys Cloud Agent.
- Since agents can collect much more meta-data it offers the most comprehensive vulnerability coverage.

## Zero-touch deployment of Qualys Agent

Qualys Cloud agent deployment on AWS is carried out using the Systems Manager (SSM) document and Run Command. You can directly use public SSM documents provided by Qualys, or you can provision the SSM document using Qualys Flow. For the Run command, you can use Qualys Flow or AWS approach of the SSM State Manager.

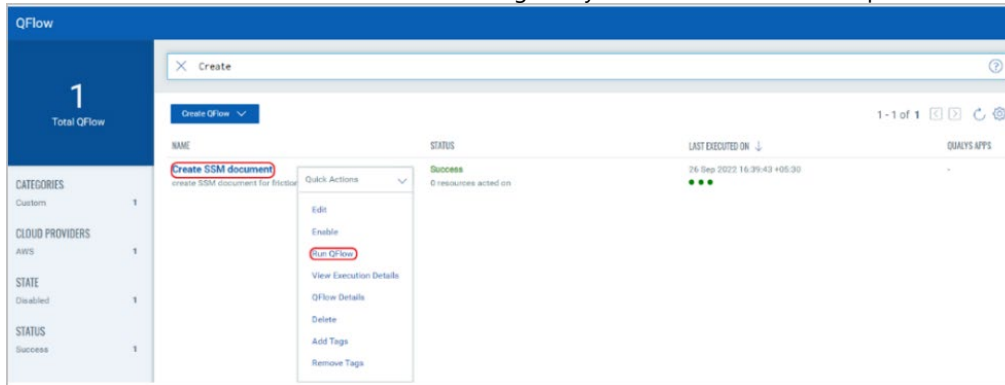
### Step 1 – Create Profile

Before you begin with SSM Document Processing and Run command, ensure that the following configurations are in place:

Action	Description
<b>Qualys Cloud Platform subscription with Cloud Agent Module</b>	<ul style="list-style-type: none"><li>• ActivationId</li><li>• CustomerId</li><li>• WebServerUri</li><li>• UserName (Qualys API user username)</li><li>• Password</li></ul>
<b>On the AWS account the following need to be configured</b>	<ul style="list-style-type: none"><li>• SSM Agent on the EC2 instance should be installed and running.</li><li>• EC2 IAM (Identity &amp; Access Management) instance should have proper SSM role attached.</li><li>• Endpoints need to be created from SSM to the subnet of the EC2 instances.</li></ul>
<b>On the Qualys Admin portal</b>	<p>Create an API user in the Qualys portal with the permission below.</p> 

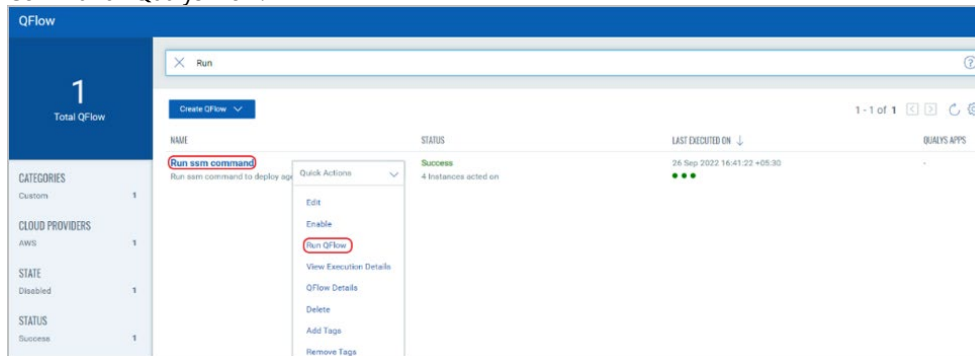
## Step 2 - SSM Document Provisioning

Customer Owned - Use the SSM Document using Qualys Flow out of the box template.

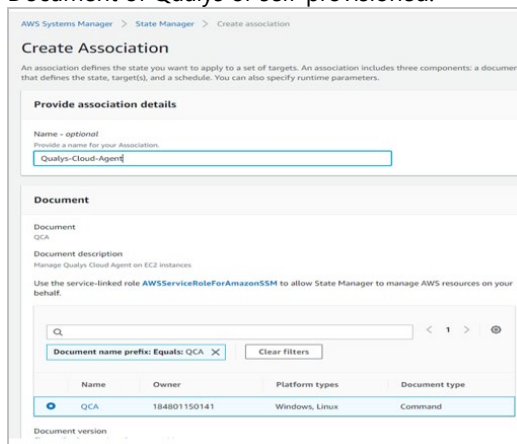


## Step 3-SSM Run Command

- **Run using Qualys Flow** - Qualys Flow provides an out of the box template to run the SSM Document on the EC2 instance. While running the Qualys Flow, go to edit and in the Variable section pass the complete parameters. Then Run the "Run SSM Command" Qualys Flow.



- **Run using SSM State Manager** - SSM State Manager gives the option to run the SSM document on the EC2 instances based on tags or resource group or on all the EC2 instances based on schedule.
- **AWS System Manager > State Manager** and create association on the SSM Document of Qualys or self-provisioned.

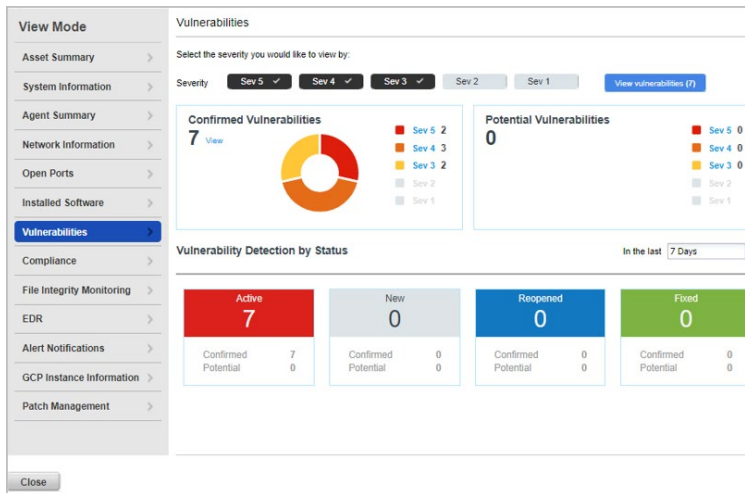


## Step 4- Verification

Once all the prerequisites are cleared, using Qualys Flow of SSM State Manager, the SSM document will run on the EC2 instances then the Qualys Cloud Agent is deployed immediately, and it will start showing on Qualys Cloud Platform.

tags.name:Demo-assets										Search	10
Actions (0) <a href="#">Install New Agent</a>											
<input type="checkbox"/>	Agent Host	OS	Version	Last Activity	Last Checked In	Configuration	Agent Modules	Tags			
<input type="checkbox"/>	qca-demo-instance 10.128.15.207, 0.0...	Ubuntu Linux ...	2.4.0.71	Provisioned 7 minutes ago	7 minutes ago	<a href="#">*Initial Profile</a>		<div>10.0.0.0/8</div> <div>Demo-assets</div> <div>Cloud Agent</div>			

And when Qualys Cloud Agent performs scan, the Vulnerabilities section starts reflecting vulnerabilities.



## Zero-touch Cloud API Based Scan (Agentless)

Qualys is introducing a different approach to vulnerability management to utilize Cloud native APIs for performing vulnerability assessments. Additionally, cloud inventory is collected in real-time based on events provided by cloud providers.

### Configuration at AWS Cloud

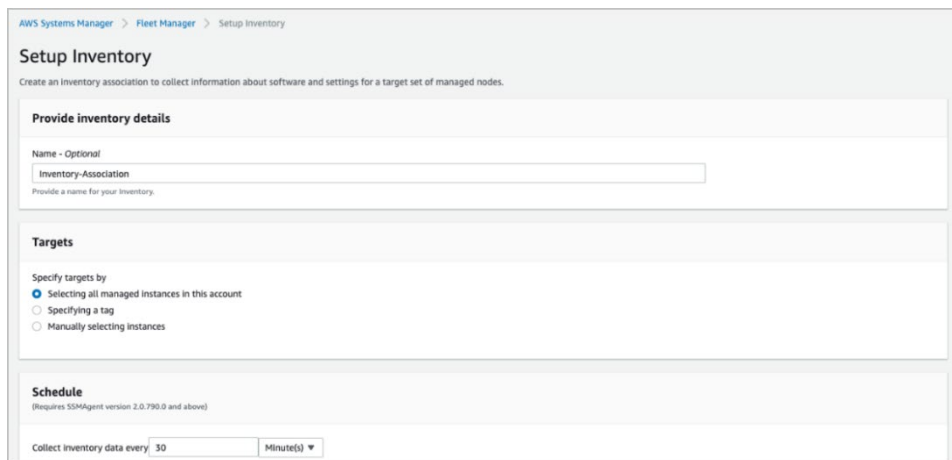
Customers are required to complete the configurations listed below based on cloud setup.

#### Step 1- Configure SSM Inventory

SSM inventory can be configured in selected regions or all regions. Follow the below steps to configure it.

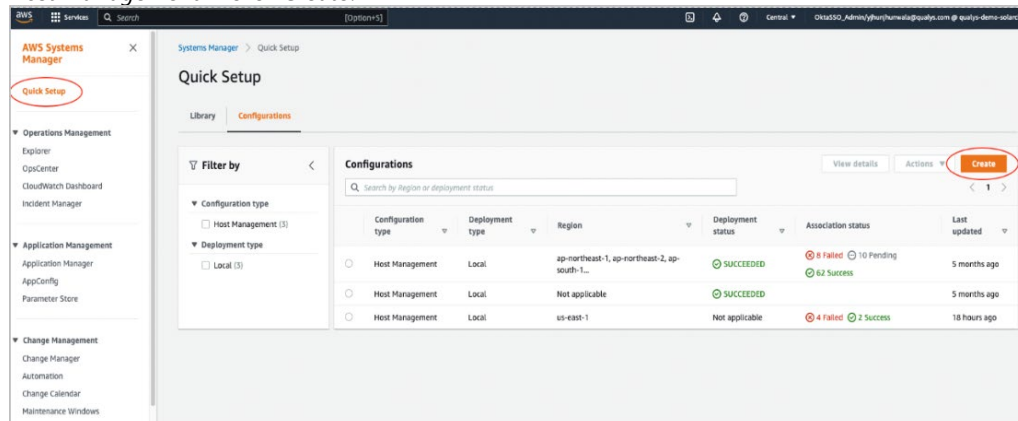
##### Option 1 – Selected region

Login to AWS Console > Navigate to AWS Systems Manager and click Inventory > Setup Inventory > retain default settings and then click Setup Inventory.



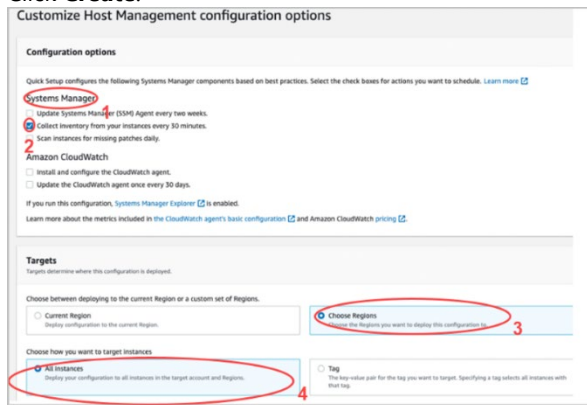
##### Option 2: All regions

1. Login to AWS Console > Navigate to AWS Systems Manager > Quick Setup > click Create.
2. Host Management > click Create.



After completing the Quick Setup, the next step is customizing Host management configuration options.

1. *Configuration options > Systems Manager.*
2. *Targets > Choose between deploying to the current Region or a custom set of regions.*
3. *Targets > Choose how you want to target instances.*
4. *Target Regions > All Regions.*
5. Click **Create**.



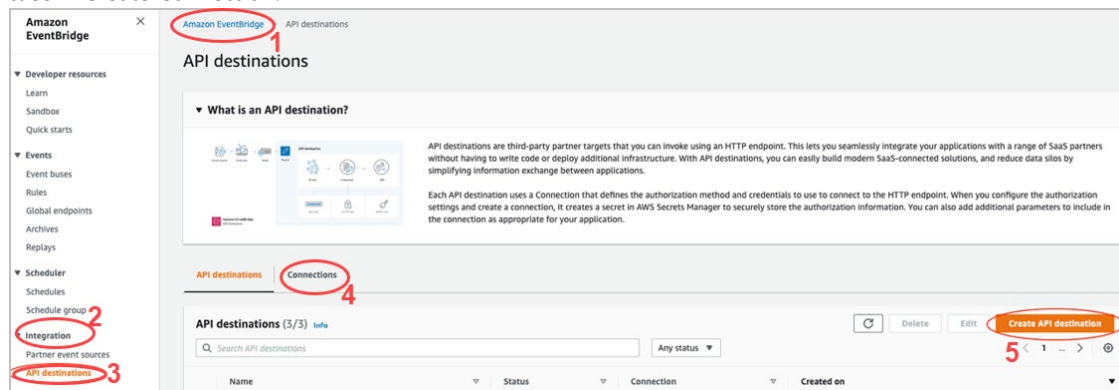
## Step 2- Configure EventBridge

### Option 1: Manually via AWS Console

Follow the below steps to enable your cloud events to reach the Qualys platform.

### API Destination Connection

Login to AWS Console > Navigate to Amazon EventBridge > Click Integrations > API destinations > Connections tabs > Create Connection.



1. *Connection Details > Enter the connection name and description.*
2. *Authorization > Destination type > Other.*
3. *Authorization type > API Key > Enter API key name and value.*
4. *Invocation Http Parameters > Enter parameter, key, value.*
5. *Steps to generate a Subscription Token > Generate Auth token > Generate Subscription Token.*

6. Click on **Create**.

**Authorization**

Destination type  
The type of the destination this connection will authorize.

☐ Partners  
☒ Other

Authorization type  
Choose the type of authorization to use to access the API destination. A secret for the connection is created and stored in AWS Secrets Manager. [Learn more](#)

☐ Basic (Username/Password)  
☐ OAuth Client Credentials  
☒ API Key

API key  
Enter an API key to include in the header for each authentication request. You can use up to 5 custom headers. A secret is created and stored in AWS Secrets Manager. [Learn more](#)

API key name      Value

X-API-KEY      [REDACTED]

String      String

▼ Invocation Http Parameters

Invocation Http Parameters are additional credentials used to sign each invocation of the ApiDestination created from this Connection. If the ApiDestination Rule Target has additional HttpParameters, the values will be merged together, with the Connection Invocation Http Parameters taking precedence. Secret values are stored and managed by AWS Secrets Manager. [Learn more](#)

Parameter	Key	Value	
Header	Authorization	Bearer eyJ0eXAiOiJKV1Qi	Remove

Add parameter

Cancel      **Create**

## API Destination

Click *Integrations > API destinations > API destinations tabs > Create API Destination*.

**API destination detail**

Name  
Enter a name for the destination. The name must be unique for your account.

QualysAPIDestination

Maximum of 64 characters consisting of numbers, lower/upper case letters, -, \_

Description - optional  
Enter a description for the destination.

This is a description

Maximum of 512 characters.

API destination endpoint [Info](#)  
The URL endpoint to invoke as a target. For example, a valid endpoint generated by a partner service. Note that the URL must start with HTTPS and you can include "\*" as path parameters wildcards to be set from the Target HttpParameters.

<qualys\_platform\_url>/qflow/aws-eb

HTTP method  
Select the HTTP method used for the invocation endpoint, such as GET, POST, PUT, etc.

POST

Invocation rate limit per second - optional  
Enter the maximum number of invocations per second to allow for this destination.

300

Enter a value greater than 0 (default 300).

Connection  
Choose an existing connection, or create a new one to use for this destination.

☒ Use an existing connection      ☐ Create a new connection

QualysAPIConnection

Cancel      **Create**

## Option 2: Using AWS CloudFormation Template

1. Login to *AWS Console > Navigate to CloudFormation > Select Stack > Create Stack > With added resources (standard)*.
2. Specify *template > Upload a template file > Click Next > Specify stack details*.

3. Template as attached > retain the default settings > Click **Next** > **Submit**.

The screenshot shows the AWS CloudFormation 'Create stack' wizard. The 'Prerequisite - Prepare template' section has 'Template is ready' selected. The 'Specify template' section has 'Upload a template file' selected, and a file named 'EventBridgeCF.yml' is chosen. The 'Next' button is highlighted.

## Configuration at Qualys Console

We have the following scenarios –

- Connector Application
- TotalCloud Application

Let's deep dive and understand each in detail.

### Connector Application

#### Existing Connector

Login to *Qualys Console* > *Navigate to Connectors Application* > *Amazon Web Services* > *Select Connector* > *Edit* > *Navigate to Tags and Activation*.

The screenshot shows the Qualys Console 'Asset Tags and Activation' page. The 'Tags and Activation' section is active, showing options to automatically activate assets for various scanning applications. The 'Save' button is highlighted.

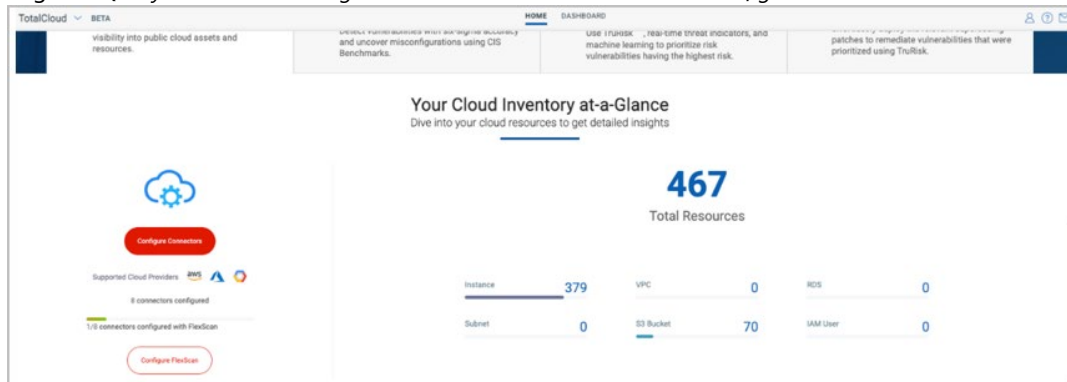
#### New Connector

Login to *Qualys Console* > *Navigate to Connectors Application* > *Amazon Web Services* > *Create Connector* > *Configure Basic Details* i.e., *Name, Description, Application* > *Next*.

## TotalCloud Application

### Existing Connector

Login to *Qualys Console* > *Navigate to TotalCloud* > *Home* > *Click Configure FlexScan*.



### New Connector

Login to *Qualys Console* > *Navigate to TotalCloud* > *Configure Connectors* > *Validate and Save*.

**Connector Settings**  
Configure a connector and associate it with your AWS account. Choose the FlexScan to be performed after connector configuration. [Learn More](#)

Connector Type  
☐ Organization ☒ Account

Connector Name \*

Role ARN \*

External ID \*  Base Account ID \*  Configurable External ID String \*

**FlexScan**  
Choose the type of lightweight scans to be performed by the connector to gather an inventory of your cloud resources.

☒ API-based Scan ☐ Cloud Perimeter Scan  
Running scans with the software inventory APIs of Cloud Security Assessment. Running a perimeter scan automatically for discoverable instances.

**Cloud Security Posture Management**  
☒ Cloud Security Assessment ⓘ  
193 connectors remaining

**Assign Tags**  
Select the tags to add to your connector and cloud inventory.

[Remove All](#)

IMPORTANT: By configuring this connector, you are allowing Qualys TotalCloud to run lightweight network scans against discovered assets/entities.

## Zero-Touch Cloud Perimeter Scan

The updated version of the Connector application allows you to secure publicly exposed cloud assets by enabling cloud perimeter scans for your AWS organization connectors. You can create organization (org) connectors for your AWS project connectors in the Connector application.

To learn more about launching Connectors to AWS Organizations and Zero-Touch Cloud Perimeter you can refer to the [Release Notes](#).

To learn more about TotalCloud, visit the [product page](#), watch the [video](#), and sign up for a [trial](#).