



# Qualys, Inc. Corporate Backgrounder

## Highlights

- One of the fastest growing software companies: ranked the 44th Fastest Growing Company in the Silicon Valley in 2010 and number 415 on Deloitte's 2010 Technology Fast 500
- Ranked worldwide market leader in device vulnerability assessment by IDC<sup>1</sup>
- The QualysGuard Security and Compliance Suite is the easiest-to-deploy, most accurate, comprehensive and affordable way to reduce IT security risks and meet compliance requirements – on demand from any web browser
- QualysGuard is the widest deployed on demand IT security and compliance solution in the world
- QualysGuard performs over 500 million IP audit scans (maps and scans) with 7,000 scanner appliances in over 85 countries
- QualysGuard is used by thousands of organizations, large and small, including: 45 of the Fortune 100 and 16 percent of the Global Forbes 2000

## Overview

Qualys® is the leading provider of on demand IT security risk and compliance solutions - delivered as a service. Qualys solutions enable organizations of all sizes to easily and cost-effectively ensure that their business technology systems remain highly secure and within regulatory compliance.

In recent years, the demands on companies and government agencies to protect their networks and applications from attacker exploits that threaten the security of proprietary information—including customer data—have skyrocketed. Not only has the dependence on IT systems increased for nearly every business, but so have the financial motivations of criminals to breach those systems.

The result is an increase in the sophistication of attacks that jeopardize the confidentiality, integrity and availability of applications, data and critical business networks. At the same time, the demands of regulatory compliance have risen dramatically. Whether it's the Health Information Portability and Accountability Act, the Gramm-Leach Bliley Act, Sarbanes-Oxley, the Payment Card Industry Data Security Standard, or the multitude of state data breach disclosure acts such as SB-1386, regulatory compliance has touched nearly every organization—from small internet merchants to multinational corporations.

Qualys' on demand security risk and compliance management solutions make it possible for organizations to strengthen the security of their networks and conduct automated security audits that ensure regulatory compliance and adherence to internal security policies. Qualys is the only security company that delivers these solutions through a single Software-as-a-Service (SaaS) platform: QualysGuard®. All of Qualys' on demand solutions can be deployed within hours anywhere around the globe, providing customers an immediate view of their security and compliance posture. As a result, QualysGuard is the most widely deployed security on demand solution in the world, performing more than 500 million IP audits (maps and scans) per year.

“QualysGuard has made the job of auditing our network much easier. We used to have to dig through results and do a lot of manual analysis to get meaningful reports, and those were inconsistent. Qualys takes care of that nightmare.”

Senior Manager,  
Information Security  
eBay

## The Pioneer of On Demand Security

Qualys was founded in 1999 at the height of the technology bubble, when network security was just beginning to appear on the agendas of executive management meetings around the globe. The company launched QualysGuard in December 2000, making Qualys among the first entrants in the vulnerability management market. QualysGuard moved to market with a powerful combination of highly accurate and easy-to-use scanning technology and a pioneered a revolutionary new approach to delivering security applications through the Web, which would later be called “Software-as-a-Service.”

Qualys witnessed its customers experiencing the on demand power and flexibility with the SaaS model compared to the traditional enterprise software approach: lower total cost of ownership, the ability to access and manage the application from any Web browser, and never-before-seen access to new and upgraded applications—thanks to the shorter SaaS development cycles that help address new and emerging security threats.

In 2005, Qualys extended its QualysGuard product line to help customers better manage IT compliance issues—which are inextricably intertwined with vulnerability management—including what has now become the Payment Card Industry Data Security Standard. Qualys’ move into IT compliance leverages and significantly aids its existing client base in such heavily regulated industries as financial services, retail, manufacturing, government, and health care. In 2008 Qualys introduced QualysGuard Policy Compliance which extends QualysGuard’s global scanning capabilities to collect IT compliance data from hosts and other assets within the organization, and maps this information into policies to document compliance with regulations and mandates. In 2008, Qualys launched QualysGuard Web Application Scanning (WAS). This year, Qualys launched QualysGuard Malware Detection and Qualys GO SECURE to help organizations protect their web sites from malware and vulnerabilities.

## Qualys Momentum

Recognized as one of the fastest growing software companies, Qualys attributes its phenomenal growth to its customers, who have recognized the benefits of the SaaS model and have embraced it at the heart of their security and compliance efforts. Qualys also has a deep commitment to research and development, with more than half of Qualys personnel dedicated to driving product innovation.

Thousands of organizations depend on Qualys for protection because QualysGuard dramatically simplifies IT security and compliance, providing a streamlined and automated solution to accurately identify and eliminate risks. QualysGuard solutions are in use by 5,000 active subscribers around the world, including 45 of the Fortune 100, and 16 percent of the Global Forbes 2000.

Qualys has also secured strategic agreements with managed services providers including BT, ITS(2), IBM, SecureWorks, LAC, NTT, Symantec and Telus. These relationships, coupled with the QualysGuard platform’s ability to easily integrate with other critical security applications, have significantly fueled the widespread adoption of the QualysGuard IT security risk and compliance solutions.

“ By turning to QualysGuard PCI, we significantly save on the time and resources we need to dedicate to maintaining PCI Compliance. ”

Chief Information Officer  
The Humane Society

## Awards

QualysGuard has received multiple awards and top ratings from leading industry labs and technical publications. Awards include SC Magazine Best Vulnerability Management Solution for the last 4 consecutive years and many others.



## QualysGuard IT Security and Compliance SaaS Suite

The QualysGuard Security and Compliance Suite – built on Qualys’ well known, highly accurate and non-intrusive on demand scanning platform – is comprised of the following products, all of which are delivered as a service with no new software to deploy or infrastructure to maintain:

- **QualysGuard Vulnerability Management**  
Qualys’ full lifecycle solution for discovering all devices and applications across the network, while identifying and mitigating vulnerabilities that make network attacks possible.
- **QualysGuard Policy Compliance**  
Qualys’ compliance solution helps organizations pass audits and document compliance tied to corporate security policies, laws and regulations, enabling them to satisfy the requirements of internal and external auditors.
- **QualysGuard PCI Compliance**  
QualysGuard PCI Compliance provides small and medium-sized businesses with dramatically streamlined enterprise-level scanning and reporting, while enabling large corporations to facilitate PCI compliance on a global scale.
- **QualysGuard Web Application Scanning**  
QualysGuard WAS provides automated crawling and testing for custom Web applications to identify application vulnerabilities including cross-site scripting and SQL injection. The automated nature of the service enables regular testing that produces consistent results, reduces false positives and easily scales for large numbers of Web sites.
- **QualysGuard Malware Detection**  
QualysGuard Malware Detection is a FREE service that proactively scans web sites of any size, anywhere in the world for malware infections and threats.
- **Qualys SECURE Seal**  
Qualys SECURE Seal allows businesses of all sizes to scan their web sites for the presence of malware, network and application vulnerabilities, as well as SSL certificate validation. Once a web site passes all four security scans, the service generates a Qualys SECURE seal for the merchant to display on their web site demonstrating to online customers that the company is maintaining a rigorous security program.



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