Global Managed Service Providers Embrace Qualys' Risk Operations Center (ROC) Strategy Delivering Business-Aligned Cyber Risk Management

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Launch of inaugural mROC Alliance Partners marks key milestone in advancing Qualys' global ROC ecosystem – making cyber risk management scalable, measurable, and business-aligned

FOSTER CITY, Calif., May 6, 2025 /PRNewswire/ -- Qualys, Inc. (NASDAQ: QLYS), a leading provider of disruptive cloud-based IT, security and compliance solutions, today announced the expansion of its invite-only managed Risk Operations Center (mROC) Partner Alliance with new global partners. This marks a significant step forward in Qualys' mission to build a robust Risk Operations Center (ROC) ecosystem—making business-aligned cyber risk management more accessible, actionable, and measurable for organizations worldwide.



Built on the Qualys Enterprise TruRisk™ Management Platform, the ROC framework consolidates risk signals across an organization's digital footprint into a single pane of glass. It enables Continuous Threat Exposure Management (CTEM), cyber risk quantification, and risk remediation, empowering CISOs to translate cyber risk into business terms, ensure audit readiness, and build long-term resilience.

The mROC Partner Alliance equips partners to drive growth by delivering enhanced Qualys-powered ROC services that transform how enterprises measure, manage, and reduce cyber risk. The expanded roster of partners brings world-class expertise to help organizations overcome common cybersecurity challenges such as fragmented tools, disjointed risk response, and limited visibility—enabling a proactive approach to managing cyber risk at scale.

mROC Partners, through a comprehensive suite of risk service offerings, play a critical role in our mission to make cyber risk management easier to adopt, more practical to implement, and more impactful for organizations globally. The inaugural list of mROC Partners includes:

- North America: BlueVoyant, GuidePoint Security, ImagineX
- Europe: NetHive, The Tech Collective
- Middle East: Teksalah

This innovative group of mROC partners has been thoroughly trained and enabled to operate a ROC powered by Qualys Enterprise TruRisk Management (ETM), delivering comprehensive managed risk services. By aggregating and analyzing risk signals from both Qualys and third-party tools, they offer their clients a holistic, business-aligned view of their risk exposure.

"When we introduced the concept of the Risk Operations Center, we knew it had the potential to redefine how organizations manage cyber risk," said Sumedh Thakar, president and CEO of Qualys. "Today, with the launch of our inaugural global mROC partners, we're delivering on that vision. This is a major milestone in building a thriving ROC ecosystem—one that helps businesses around the world take control of cyber risk with clarity, speed, and measurable impact."

mROC Partner Supporting Quotes:
"The strength of mROC lies in our ability to provide clients with leading technology and expert advisory services, leading to stronger cyber defense and better business outcomes. For joint customers, BlueVoyant will integrate and onboard them onto a fully customizable threat platform, and deliver ongoing risk monitoring, as well as swift remediation. This holistic service model enables organizations to stay ahead of threats while maximizing the value of their security investments."

- Austin Berglas, Global Head of Professional Services, BlueVoyant

"Our collaboration with Qualys through the mROC alliance enables our clients to unify risk data, streamline prioritization, and ensure they receive proactive guidance, continuous monitoring, and rapid threat response. This integrated approach is what modern organizations need to manage risk at scale."

- Kyle Rohan, Senior Vice President of Engineering, Guidepoint Security

"The Teksalah and Qualys partnership is built on a shared vision — to embed a holistic risk-based, proactive approach at the core of enterprise cybersecurity. Through our powerful platforms, intelligent tools, and proven services—covering real-time risk monitoring to effective remediation—we are enabling organizations to manage risk with precision and drive secure innovation. Together, we are transforming our client's cybersecurity from a control function into a catalyst for business growth and resilience."

- Murali Konasani, CEO, Teksalah

Interested Qualys partners can sign up to learn more about the mROC Partner Alliance at https://www.qualys.com/partners/managed-risk-operations-center/. Organizations looking to engage an mROC certified partner to build a ROC can find them here.

Additional Resources

- Read our blog post, "Welcoming Our First mROC Alliance Members"
- Join our webinar on unlocking the full potential of a ROC via mROC partners
- Learn more about mROC
- Follow Qualys on LinkedIn and X

About Qualys

Qualys, Inc. (NASDAQ: QLYS) is a 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.

The Qualys Enterprise TruRisk Platform leverages a single agent to continuously deliver critical security intelligence while enabling enterprises to automate the full spectrum of vulnerability detection, compliance, and protection for IT systems, workloads and web applications across on premises, endpoints, servers, public and private clouds, containers, and mobile devices. Founded in 1999 as one of the first SaaS security companies, Qualys has strategic partnerships and seamlessly integrates its vulnerability management capabilities into security offerings from cloud service providers, including Oracle Cloud Infrastructure, Amazon Web Services, the Google Cloud Platform and Microsoft Azure, along with a number of leading managed service providers and global consulting organizations. For more information, please visit http://www.qualys.com.

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Media Contact:
Rachel Yap Winship
Qualys
Media@Qualys.com

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