Qualys Expands Global mROC Alliance with New Technology Alliances Across Every Major Attack Surface and Partner Certification Tracks

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Customers gain superior visibility with Qualys-powered Risk Operations Center for the frontier AI era

FOSTER CITY, Calif., Nov. 9, 2026 /PRNewswire/ -- Qualys, Inc. (NASDAQ: QLYS), a leading cloud-native cyber risk management company, today announced the expansion of its global mROC program to include strategic technology alliance partners across every major attack surface – mobile, OT/ IoT, and identity, including Claroty, Lookout, NowSecure, Nozomi Networks, and Okta. Telemetry from these partners brings risk from some of the least-measured parts of the enterprise into Qualys Enterprise TruRisk Management (ETM), so organizations can possess a holistic view of their cyber risk across their environment.

Frontier AI models discover software vulnerabilities faster than any security team can triage by hand, and adversaries have access to the same capability. Yet most security programs remain split across dozens of tools, each with its own severity score and no shared view of what is actually exploitable. In this environment, finding more vulnerabilities only deepens the backlog. The problem is compounded since many of the fastest-growing parts of the attack surface are also the least measured. Phones, connected devices, industrial and medical systems, and identities often cannot run a traditional agent or tolerate active scanning, so their risk goes unmeasured or sits in a separate tool with its own scoring.

Through the expanded technology alliances, partner telemetry flows into Qualys ETM where TruRisk, Qualys' proprietary scoring and prioritization engine, evaluates it alongside data from across the enterprise. This gives CISOs a unified TruRisk score, a prioritized list for remediation workflows, and a defensible view of risk to report to the board.

Organizations benefit from measuring risk across these major attack surfaces in Qualys ETM:

- **Mobile (Lookout and NowSecure)** – Provides continuous visibility into mobile device security posture, OS vulnerabilities, and application-level risks identified through advanced binary analysis, including vulnerabilities in embedded third-party SDKs. By incorporating these risks into a unified TruRisk score, organizations can consistently assess and prioritize mobile exposure alongside traditional endpoints, including servers and laptops.
- **OT and IoT (Claroty and Nozomi Networks)** – Integrates passive asset discovery and vulnerability data for operational technology (OT) and internet of things (IoT) such as industrial control systems, medical devices, and building management systems. Exposures that cannot be scanned or patched become visible and prioritized, with compensating mitigations tracked in the same remediation workflow.
- **Identity (Okta)** – Incorporates identity posture telemetry, such as misconfigured, over-privileged or exposed accounts and credentials. An at-risk account is weighed alongside the systems it can reach, so teams fix the exposures an attacker would use to move laterally.

New partner authorization tracks for the Global mROC Alliance

Qualys also announced two new partner authorization tracks: Authorized mROC Advisor and Authorized mROC Delivery & Implementation Partner. The new tracks give customers a faster, verified path to standing up a Risk Operations Center (ROC) to better defend against the surge of AI-discovered vulnerabilities and AI-enabled adversaries.

The invite-only Global mROC Alliance now certifies partners across three Partner Roles, so customers can engage the right partner at every stage of ROC adoption — from strategy to deployment to fully managed operations:

- **Authorized mROC Advisor (new)** – Certified to assess a customer's risk program, define TruRisk-based priorities, and design the customer's ROC operating model and adoption roadmap.
- **Authorized mROC Delivery & Implementation Partner (new)** – Certified to deploy ETM, integrate it with the customer's existing security stack, including third-party findings and technology alliance telemetry, and stand up ROC workflows.
- **mROC Partner** – Certified to run the customer's ROC as a managed service on ETM, from prioritization through remediation and SLA-based reporting.

"PHP2Shell was a wake-up call for the industry. The vulnerability existed for years, but AI dramatically changed the economics of discovery and exploitation, enabling adversaries to weaponize exposures at a speed that far exceeds traditional response cycles," said Cade Stephens, vice president of global channels and strategic alliances at Qualys. "Our expanded Global mROC Alliance brings together the power of the Qualys platform, strategic technology alliance partners, and a global ecosystem of highly trained Risk Operations Center experts to help customers operationalize cyber risk management at scale and outpace threats in the age of AI."

Additional Resources

- Read our blog post, "The Expanding Attack Surface Demands a New Operating Model"
- Watch the video, "Qualys x Partners: Turning Vulnerabilities into a Business Risk Conversation"
- Learn more about the Qualys Global mROC Alliance

- Follow Qualys on LinkedIn, Instagram and X

About Qualys
Qualys, Inc. (NASDAQ: QLYS) is a leading cloud-native cyber risk management company, helping organizations measure, communicate, and eliminate cyber risk. The Qualys platform and its solutions power the Risk Operations Center (ROC), unifying asset visibility, exposure management, risk prioritization, and remediation to help organizations continuously reduce risk across hybrid, multi-cloud, endpoint, and AI environments. Qualys equips security and IT teams for the Frontier AI Era with AI-speed detection, hyper-prioritization, and autonomous remediation. Trusted by more than 10,000 organizations globally, including most of the Fortune 100, Qualys helps customers transform cybersecurity into a measurable business function that strengthens resilience and drives business outcomes. For more information, visit www.qualys.com.

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

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