

# Our Journey in the Cloud

From Securing Network Perimeters to  
Safeguarding our Digital Transformation



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Investor Presentation at RSA April 18<sup>th</sup> 2018 San Francisco

# Safe Harbor

This presentation includes forward-looking statements within the meaning of the federal securities laws. Forward-looking statements generally relate to future events or our future financial or operating performance. Forward-looking statements in this presentation include, but are not limited to, the following list our business and financial performance and expectations for future periods, including the rate of growth of our business and market share gains; trends related to the diversification of our revenue base our ability to sell additional solutions to our customer base and the strength of demand for those solutions our plans regarding the development of our technology and its expected timing; our expectations regarding the capabilities of our platform and solutions; the anticipated needs of our customers; our strategy, the scalability of our strategy, our ability to execute our strategy and our expectations regarding our market position; the expansion of our platform and our delivery of new solutions ;the expansion of our partnerships and the related benefits of those partnerships; our ability to effectively manage our costs; and our expectations for existing and new MSSPs, which are multi-year contracts at fixed prices. Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. These risks include those set forth in our filings with the Securities and Exchange Commission, including our latest Form 10-Q and 10-K. The forward-looking statements in this presentation are based on information available to us as of today, and we disclaim any obligation to update any forward-looking statements, except as required by law.

# Agenda

Qualys at RSA

CIO/CISO Interchange Initiative

Federal CIO/CISO Interchange

Q&A



# Blue chip global customer base

74% of the Forbes Global 50, 47% of Global 500, and 25% of Global 2000 standardized on Qualys

9 of the top 10 in Software

8 of the top 10 in Consumer Discretionary

8 of the top 10 in Consumer Staples

8 of the top 10 in Major Banks

8 of the top 10 in Technology

8 of the top 10 in Telecommunications

7 of the top 10 in Healthcare

6 of the top 10 in Industrial & Materials

5 of the top 10 in Insurance

10,300+ Customers



# Qualys Platform

Unified approach to detection, prevention & response

## Integrated Suite of Applications



## Analytics and Reporting Engines



## Distributed Sensors



## Environments



# Qualys Cloud Platform enables vendor and stack consolidation

## IT Security

**RAPID7**

**tenable**  
network security

## Compliance Monitoring

**McAfee**

**NetIQ**

**RAPID7**

**Symantec**

**tenable**  
network security

**Trustwave**

## Web Application Security

**f5**

**Hewlett Packard  
Enterprise**

**iMPERVA**

**VERACODE**

**IBM**

## New Services

**VENAFI**

**ForeScout**

**Carbon Black.**

**TANIUM**

**tripwire**

**evident.io**

**Twistlock.**

**FireEye**

**crowdStrike**

# 2018 Roadmap

## 1H 2018

### **Container Security (GA)**

Discover, track, and continuously protect containers

### **Cloud Inventory (GA)**

Inventory of all your cloud assets across  
AWS, Azure, GCP and others

### **Cloud Security Assessment (GA)**

Get full visibility and control across all  
public cloud instances

### **Certificate Inventory (GA)**

Inventory of TLS/SSL digital certificates on a global scale

### **Certificate Assessment (GA)**

Assess all your digital certificates for  
TLS/SSL vulnerabilities

### **Passive Network Discovery (Beta)**

Discover and classify all live devices in  
your network in real-time

## 2H 2018

### **Patch Management (Beta)**

Cross platform unified patch management to  
respond quickly to critical vulnerabilities

### **Secure Access Control (Beta)**

Respond to threats automatically by controlling  
access to critical resources

### **Certificate Management (Beta)**

Automated updating and management  
of digital certificates

### **Cloud Security Management (Beta)**

Remediation and management of cloud vulnerabilities

**Note: Target General Availability (“GA”) and Beta noted for each product**

# Qualys Gov Platform

Launch June 6<sup>th</sup> 2018 Washington DC

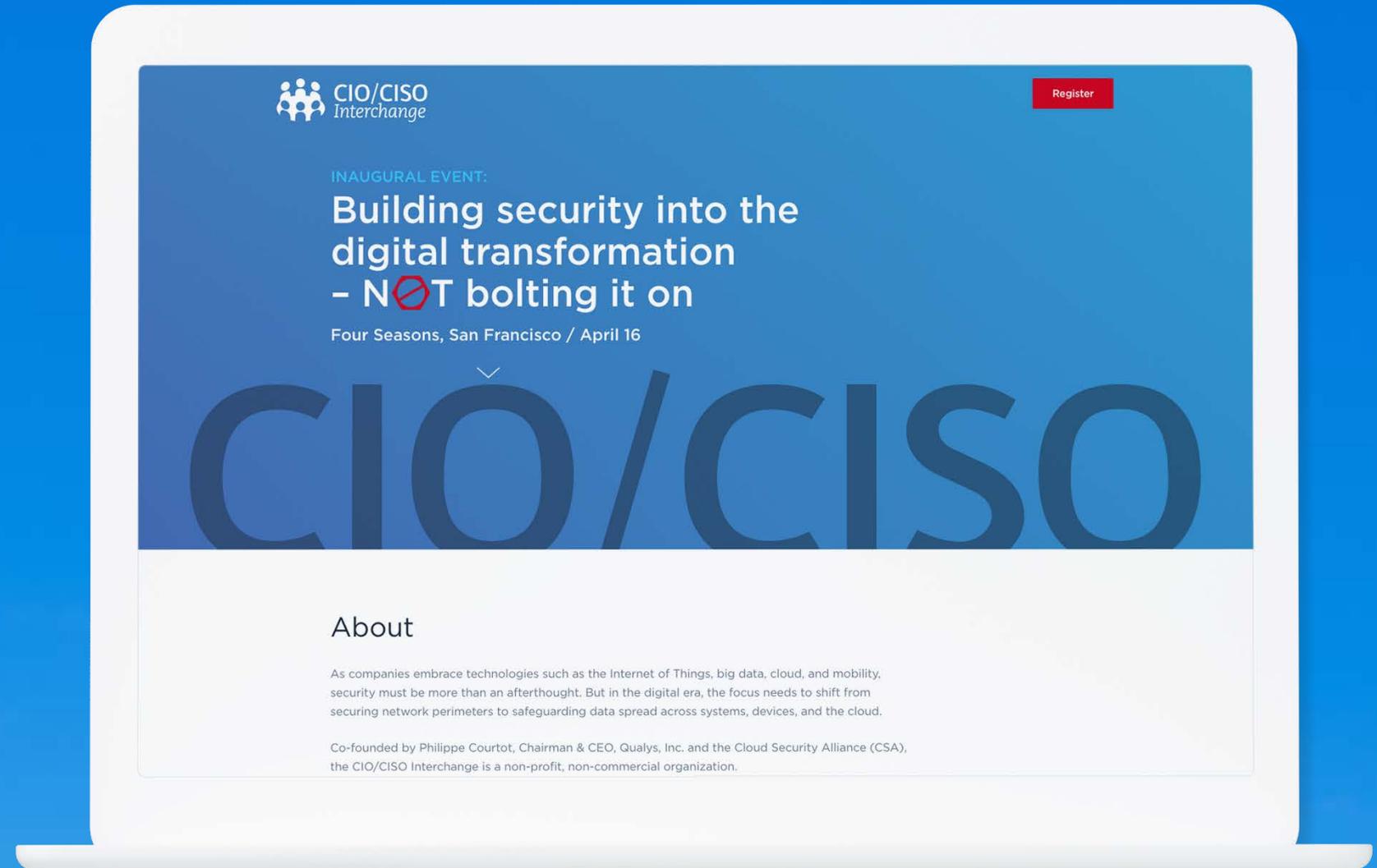
Deployed within agencies or partner  
datacenters to maintain data sovereignty  
Hardware, virtualized or Cloud versions  
Support and Maintenance options  
FedRAMP Authorized NIST CSF and  
800-53 compliant



FedRAMP Authorized

# Announcing the CIO/CISO Interchange Forums

CSA RSA Summit  
April 16<sup>th</sup>, 2018  
San Francisco, CA

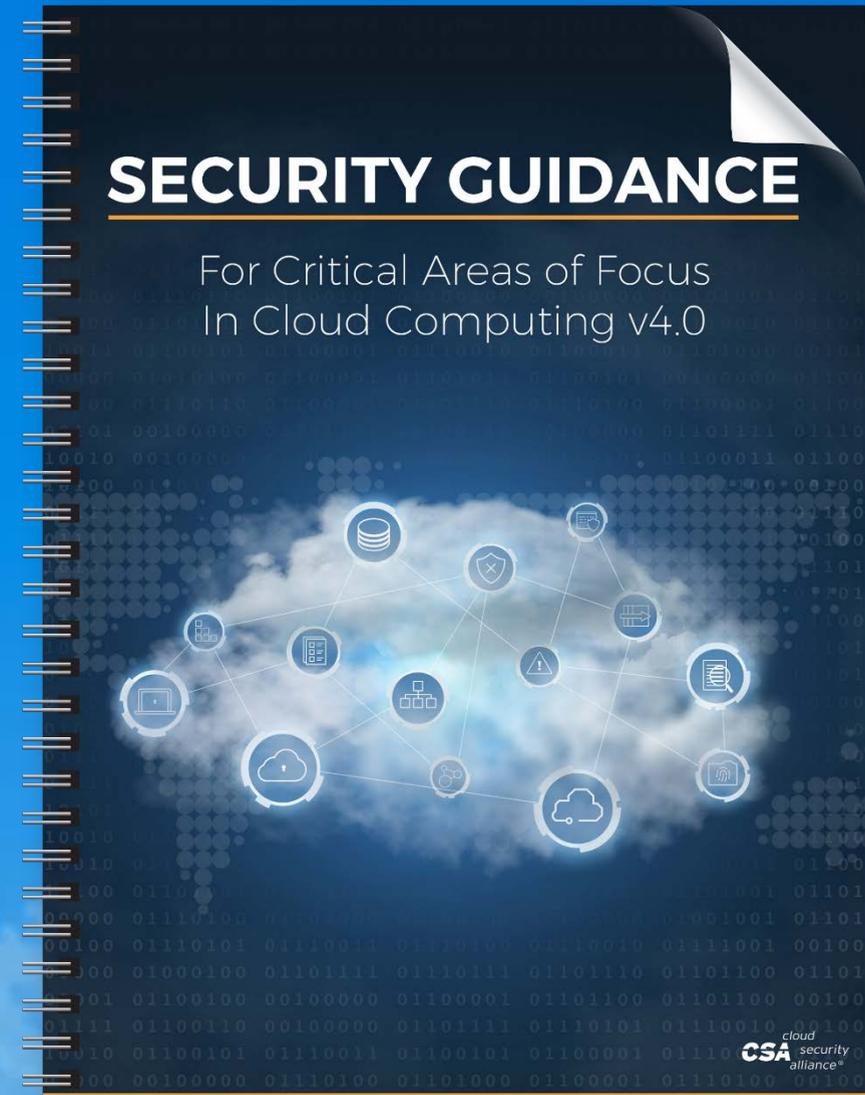


# 2009

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## Launch of Cloud Security Alliance (CSA) and release of initial Security Guidance

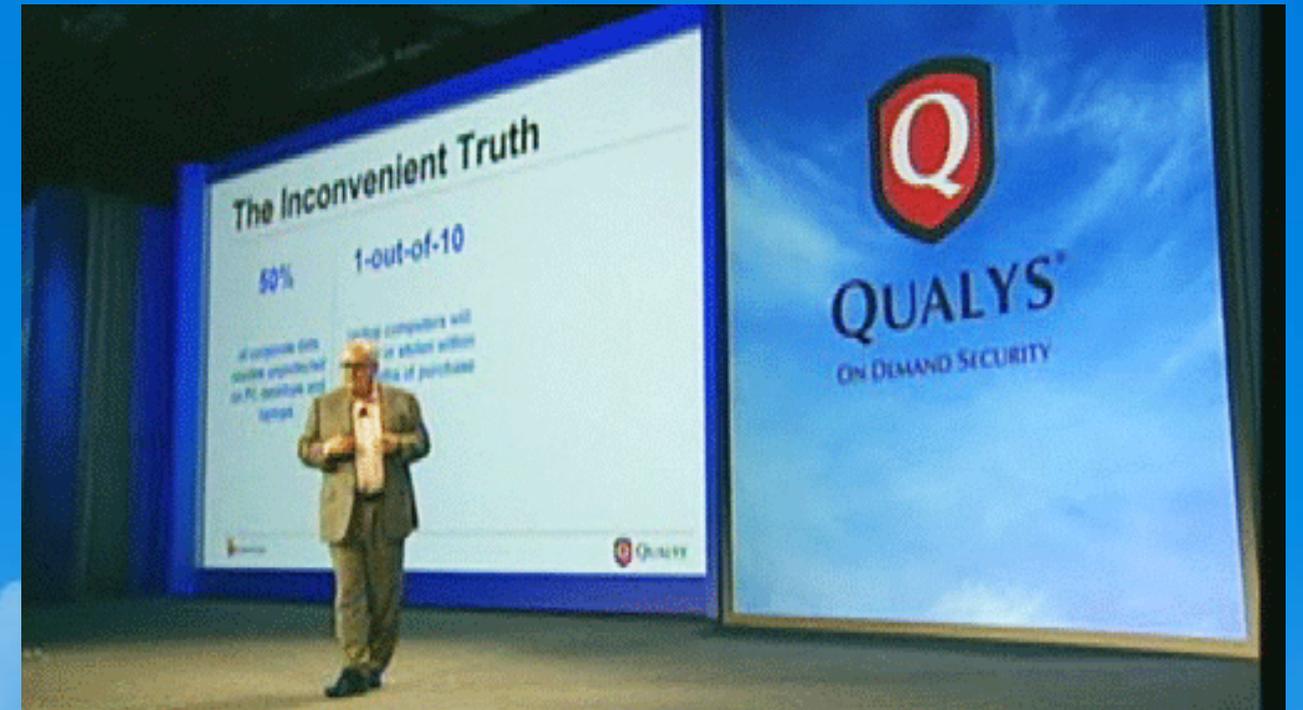
Positioning CSA as the industry leader in cloud security best practices



# 2009

## Qualys Keynote

The Urgent Need for a More Effective Approach to Security - April 23, 2009



**RSA** CONFERENCE 2009

# 2018 and Beyond

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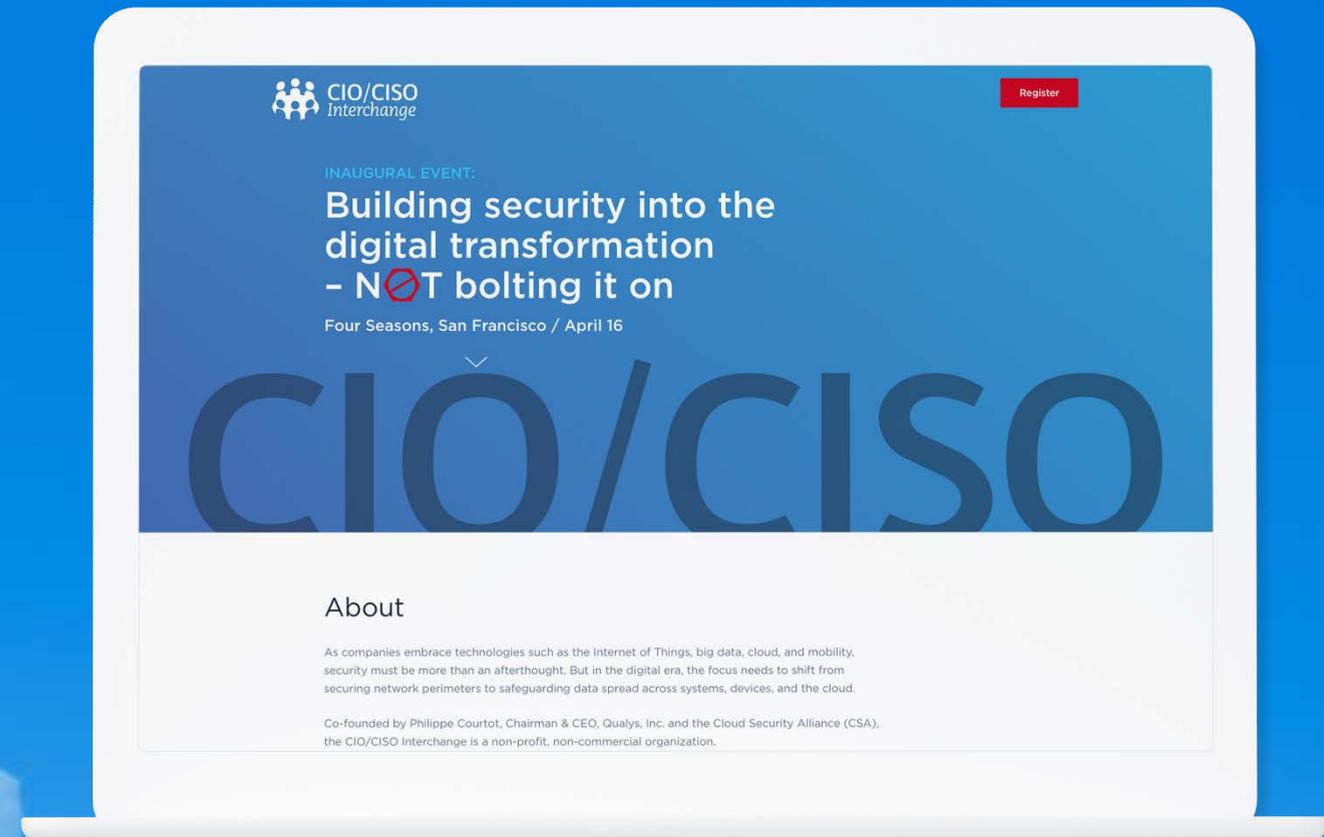
CSA to accelerate research into Artificial Intelligence, DevSecOps, Blockchain and many other areas

Enabling the global digital transformation



# Announcing the CIO/CISO Interchange Forums

**Its mission:** To bring together CIOs/CISOs/CTOs/Digital Transformation Officers and Industry Experts to discuss, debate, share ideas, promote standards and interface with vendors to make security an enabler of the Digital Transformation



# The Critical Role CSA Plays

100+ Charters and 80,000+ security experts across the Globe



## The 5 New Tenets of Cyber Security

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**We now live in  
a complex, highly  
Interconnected  
and hybrid world**

Security needs to be re-invented as we cannot continue layering an ever increasing number of security and compliance solutions



## The 5 New Tenets of Cyber Security

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Visibility

Accuracy

Scale

Immediacy

Transparent-Orchestration™



Building-in - N~~OT~~ Bolting-on

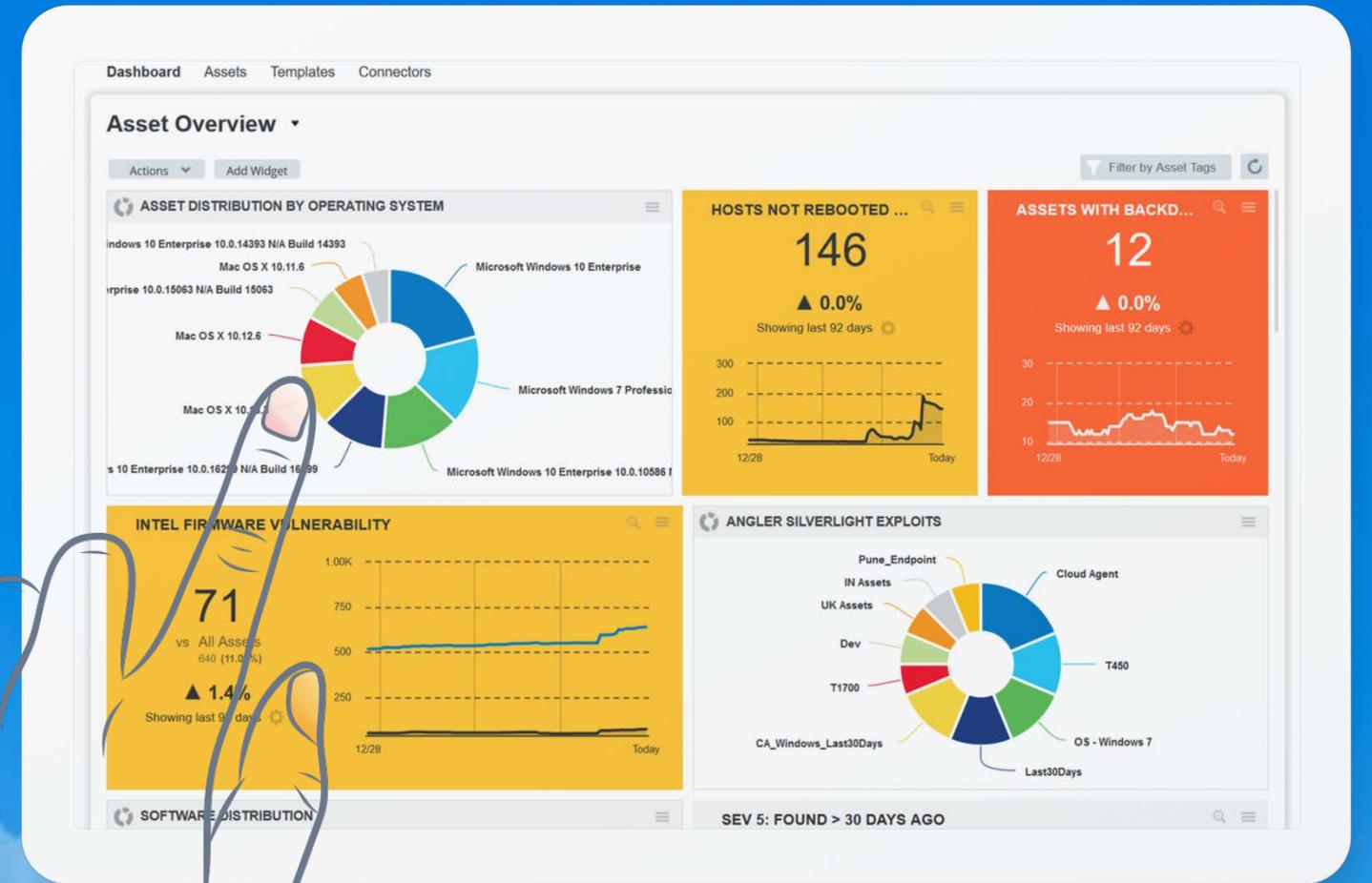
## The 5 New Tenets of Cyber Security

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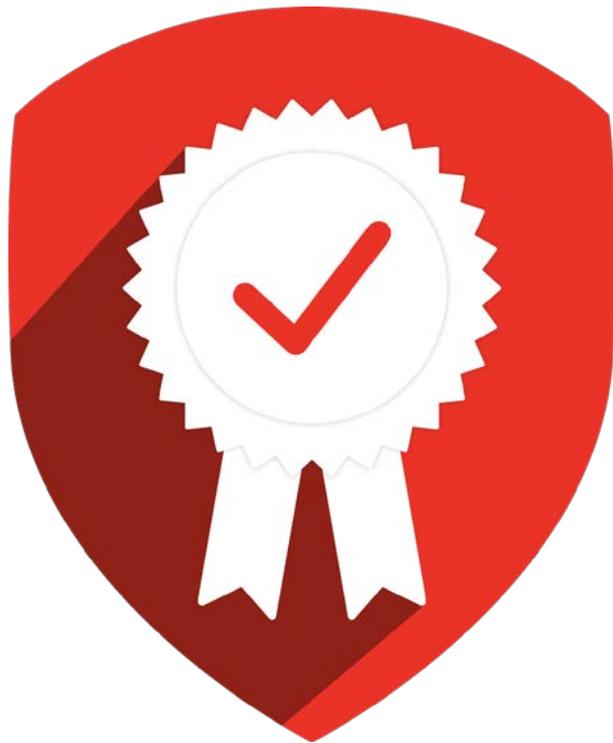
**Above all - we have lost  
our visibility and we simply  
cannot secure what we do not  
know and cannot monitor**

# Visibility in an Hybrid World

2-second visibility across Global IT assets (on-premises, clouds, end-points and mobile environments)



# Visibility: Two new Community Editions



## **CertView**

A FREE inventory and assessment service for your digital certificates

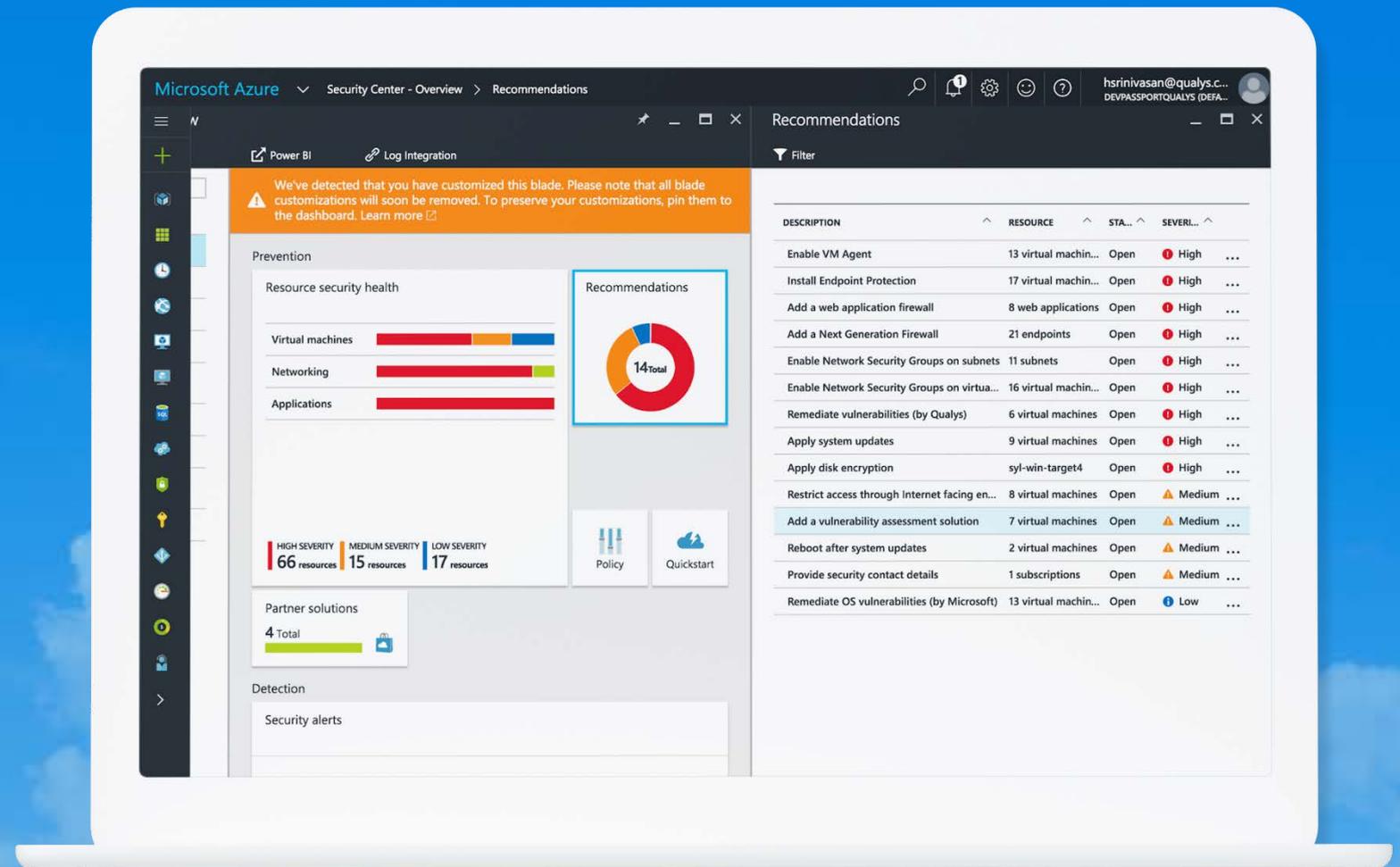


## **CloudView**

A FREE inventory and monitoring service for your Clouds

# Transparent-Orchestration Built-in ~~NOT~~ Bolted-on

Microsoft Azure Seamless  
Integration



# Visibility, Accuracy, Scale, Immediacy and Transparent-Orchestration in the New Hybrid World

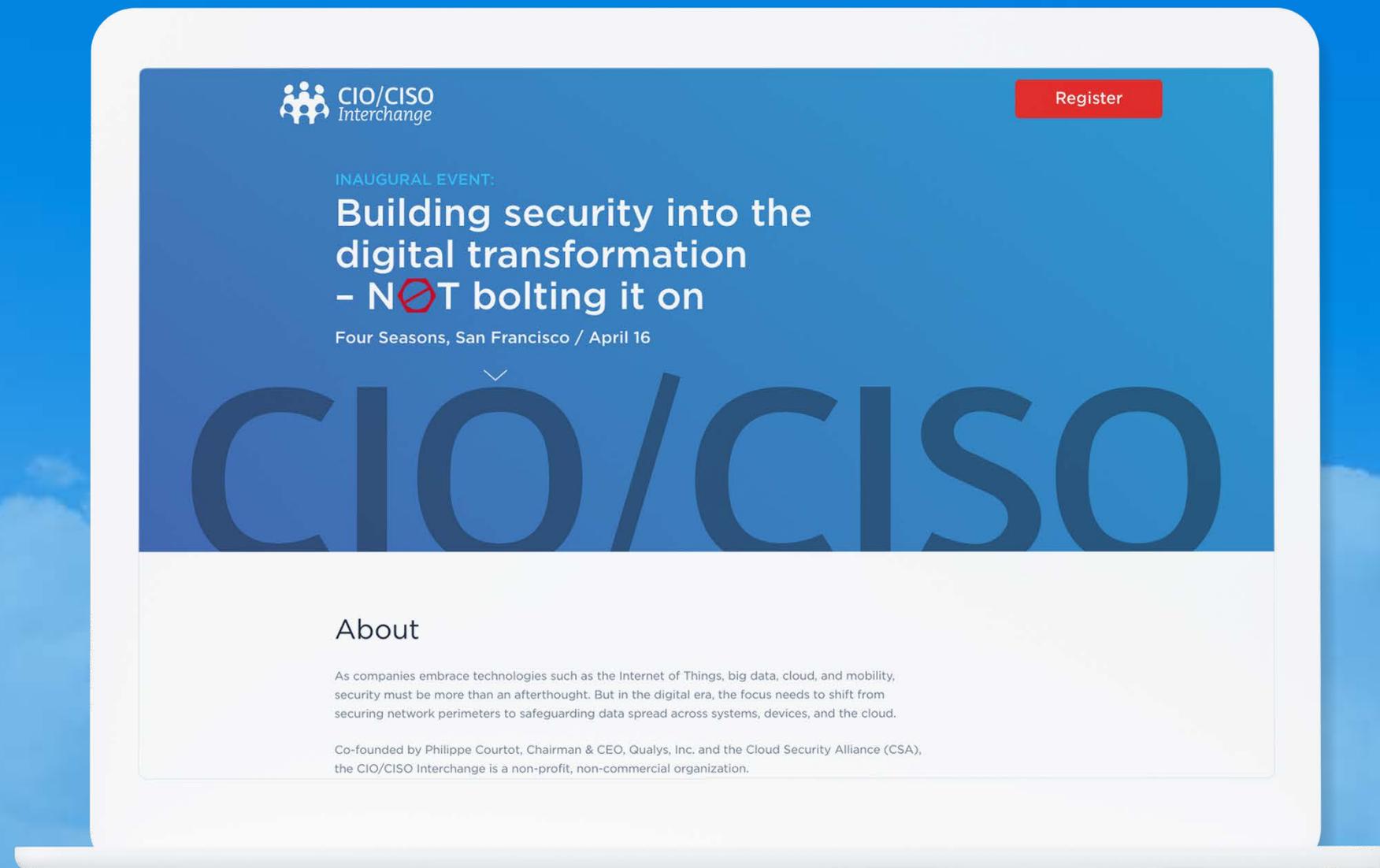


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# Fall 2018

## First Federal CIO/CISO Interchange in DC

[www.CIO-CISO-Interchange.org](http://www.CIO-CISO-Interchange.org)



Q&A

Thank You

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