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## **Qualys Appoints Dan Barahona as Executive Vice President, Worldwide Field Operations and Simon Azzopardi as Vice President & General Manager, EMEA**

### **New Executives Bring Strong Technical and Business Backgrounds to Cloud-Based Security Leader**

REDWOOD CITY, CA -- (Marketwired) -- 10/07/15 -- [Qualys, Inc.](http://www.qualys.com) (NASDAQ: QLYS), a pioneer and leading provider of cloud-based security and compliance solutions, today announced the appointment of new executives Dan Barahona and Simon Azzopardi. The company named Barahona Executive Vice President, Worldwide Field Operations and Azzopardi Vice President and General Manager, EMEA. Each will draw on deep industry and sales experience to provide strategic leadership to accelerate Qualys market penetration.

"The global rise of costly data breaches has moved security and compliance to the center stage," said Dan Barahona, executive vice president, worldwide field operations for Qualys, Inc. "Qualys has delivered an impressive array of new services that expand our reach well beyond the vulnerability management market. The recently introduced Qualys Cloud Agent is a game-changer in that it plays on the confluence of IT and security through the power of our cloud-based platform. I look forward to helping deliver critical cloud services to organizations around the world through strategic partnerships and the expansion of our sales force."

"Companies of all sizes are dealing with sensitive data and complex regulations, particularly in Europe. Qualys has an impressive set of marquee accounts in the EMEA region," said Simon Azzopardi, vice president and general manager, EMEA for Qualys, Inc. "They also have established significant partnerships that uniquely deliver sovereign security services to their local markets. I'm thrilled to join Qualys at a time when there is significant opportunity to further develop the market."

Dan Barahona brings a strong technical background and deep business sense to Qualys, where he will drive new market opportunities and global alliances. He has a long track record of identifying and executing strategic partnerships, developing new markets and guiding organizations to successful acquisitions.

Prior to Qualys, Barahona led business development for WatchDox, which was acquired by Blackberry, and also led business development and product management for ArcSight. He initiated and brokered the partnership that led to ArcSight's acquisition by Hewlett Packard (HP), and then led its successful integration into HP. Before that, as Vice President of Business Development at Sensage, Barahona helped guide the company's entry into the information security space before their acquisition by KEYW.

Simon Azzopardi will lead Qualys, Inc.'s regional sales organization in EMEA. He draws on an outstanding track record of delivering effective business development strategies and increased market share across EMEA and Asia Pacific. He is a multilingual communicator and has led teams that regularly surpassed commercial targets and corporate goals.

Simon previously served as Vice President EMEA, LATAM and APAC at Secunia, a developer of vulnerability intelligence, vulnerability assessment and automated patch management software. During his tenure there, he built a certified two-tier channel across the region, and turned it into a fast-growing, profitable and enterprise-focused business. Simon also spent over twelve years at GFI Software in various roles across multiple business units in consumer, SMB, MSP and enterprise spaces.

"Both Dan & Simon are outstanding sales and business development executives with impressive track records in the security industry," said Philippe Courtot, chairman and CEO for Qualys, Inc. "They arrive at a time when our company is poised for accelerated growth, and I am thrilled to have them on board."

#### **Additional Resources**

- Follow Qualys on [LinkedIn](https://www.linkedin.com/company/qualys) and [Twitter](https://twitter.com/qualys)

#### **About Qualys**

Qualys, Inc. (NASDAQ: QLYS) is a pioneer and leading provider of cloud-based security and compliance solutions with over 7,700 customers in more than 100 countries, including a majority of each of the Forbes Global 100 and Fortune 100. The Qualys Cloud Platform and integrated suite of solutions help organizations simplify security operations and lower the cost of compliance by delivering critical security intelligence on demand and automating the full spectrum of auditing, compliance and protection for IT systems and web applications. Founded in 1999, Qualys has established strategic partnerships with leading

managed service providers and consulting organizations including Accenture, BT, Cognizant Technology Solutions, Dell SecureWorks, Fujitsu, HCL Comnet, Infosys, NTT, Optiv, Tata Communications, Verizon and Wipro. The company is also a founding member of the Cloud Security Alliance (CSA). For more information, please visit [www.qualys.com](http://www.qualys.com).

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