



QUALYS SECURITY CONFERENCE 2019

Security at a Crossroads – Part II

The drastic changes and opportunities the cloud brings to the industry, security vendors and security professionals

Philippe Courtot
Chairman and CEO, Qualys, Inc.

Looking Back

The Inconvenient Truth



Qualys Keynote

Wednesday, Feb 29 at 3:40PM

The Urgent Need for a More Effective Approach to Security
Philippe Courtoot, Chairman & CEO, Qualys

The Evolution of Computing

MAINFRAME COMPUTING	1955 – 2000	45 YEARS
MINI COMPUTERS	1977 – 1998	21 YEARS
CLIENT SERVER COMPUTING	1985 – 2015	30 YEARS
CLOUD-BASED COMPUTING	AWS 2006, AZURE 2007, GCP 2008	

What's next?

5G – Quantum Computing – Genetic Storage ...

Changes and Opportunities Created



*Driven by advances in computing technologies
and the underlining architectures they enable*

What About Security?

MAINFRAME COMPUTING

For very large companies

MINI COMPUTERS

For the labs / departments

CLIENT SERVER COMPUTING

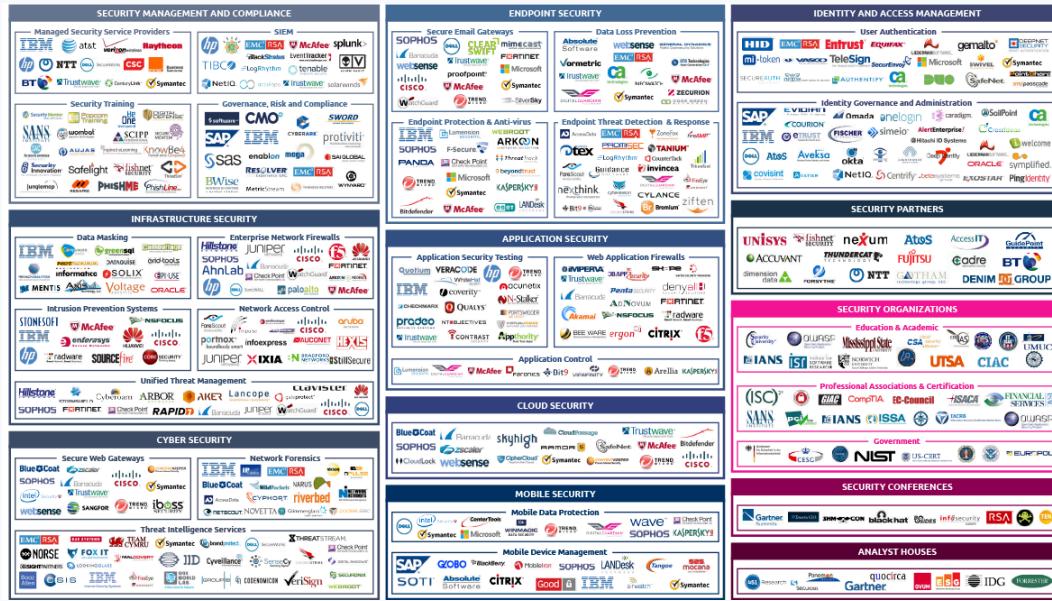
For the employees

CLOUD-BASED COMPUTING

For everyone on the planet

*With client server computing security
became far more complex*

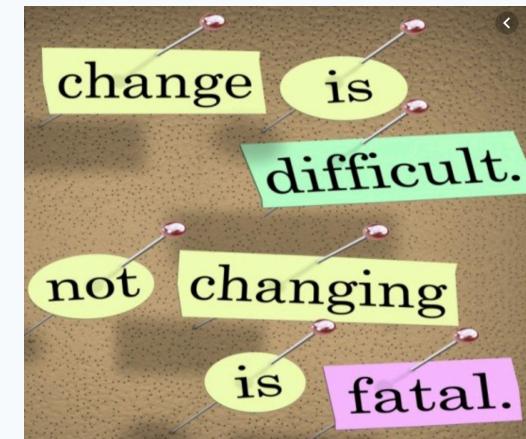
The Rise of Hackers – Bolting on Security



*Digital Transformation is accelerating
and changing everything we know*

Four New Security Market Segments Emerging

- 1) LARGE ENTERPRISE
- 2) CLOUD COMPUTING VENDORS
- 3) A NEW GENERATION OF MSSPS
- 4) OT and IOT VENDORS



*The enterprise network is about to shrink,
accelerating the ongoing vendor consolidation*

Challenges Facing Traditional Enterprise Security Vendors

- 1) RE-ARCHITECTING CHALLENGE
- 2) DISTRIBUTION CHANNELS ARE CHANGING
- 3) A NEW BUYER IS EMERGING
- 4) BUSINESS MODEL CHALLENGE

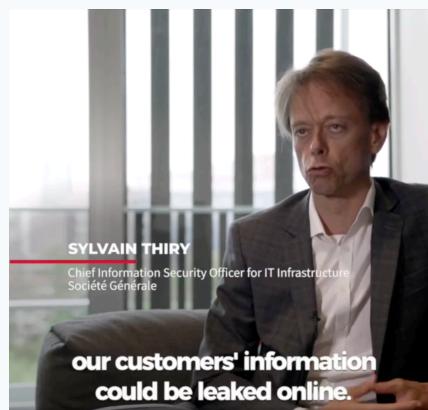
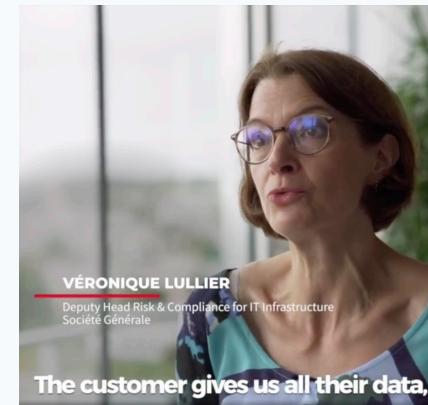
*Security professionals must adapt
and embrace change*

IT, DevOps and Security Teams Must Unite and Create True Partnerships with Vendors



*Security is now front and center
and it must be built-in*

Societe Generale Embracing the Change

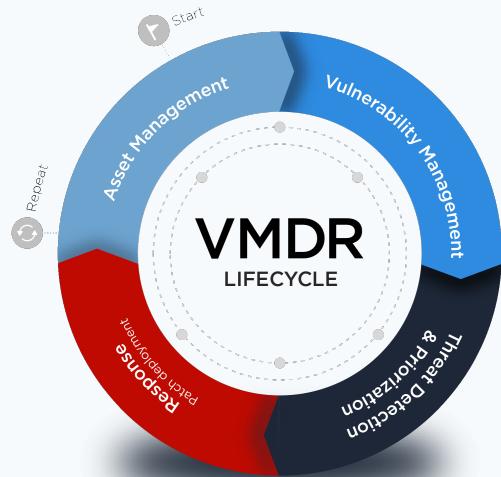


Qualys' Contribution

Introducing VMDR



VMDR - Bringing VM to the Next Level



VMDR with Built-in
Orchestration

A single cloud platform that unites IT, DevOps, Security and Compliance teams.

The underlying foundation for our forthcoming EDR, Data Lake/SIEM and other Initiatives.

Unprecedented real-time visibility, detection, automation and response with rich contextual information

A Tribute to Our Customers

72% of the Forbes Global 50, 46% of Global 500, and 25% of Global 2000





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Thank You

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