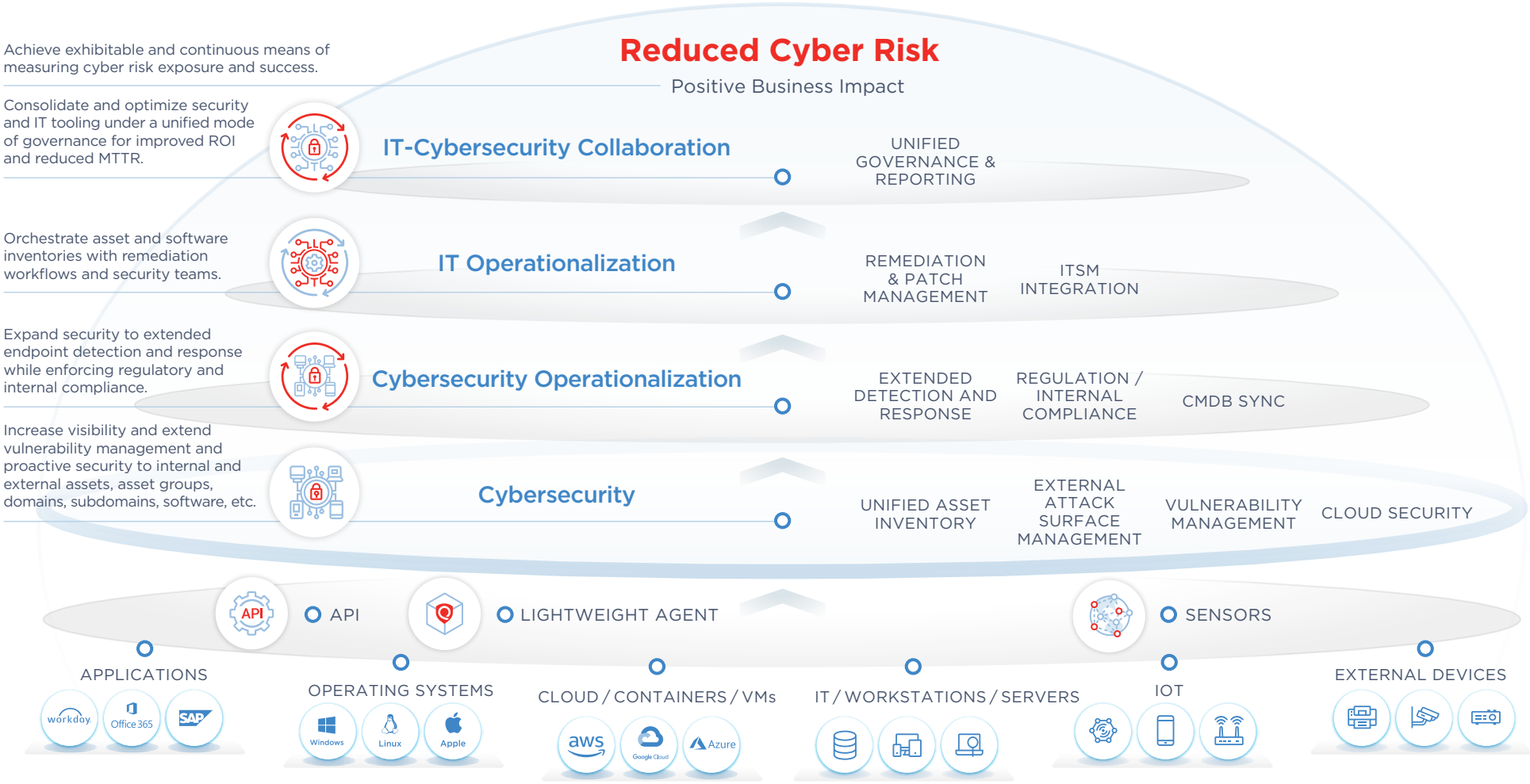
A CISO's Hierarchy of Needs

Do you have everything you need?



According to 400 CISOs, the top challenges facing CISOs today include maintaining security posture in a rapidly changing IT environment (59%), shortage of cybersecurity talent (54%), and increasing sophistication of cyber threats (49%).

*Source: McKinsey & Company

CISOs must reduce their exposure to cyber risk amidst rising threats and an expanding attack surface with fewer resources. At Qualys, we're here to help you get more security with less complexity.

Qualys has built a platform that provides CISOs with a holistic and comprehensive solution that gives them everything they need to reduce their cyber risk — and prove it. However, scaling up CISOs' hierarchy of needs does not always match the process of getting there.

Use this document to compare the CISO Security Maturity Model with the solution stack that every CISO needs to navigate their organization through today's modern cyber risk environment to achieve a measurable reduction in cyber risk.

For more about the Qualys Platform and how we help you achieve your security goals, go to: **qualys.com/free-trial/**

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The CISO Maturity Model

Start

ASSET MANAGEMENT

Unified Asset Inventory

- Comprehensive inventory for cloud, container, on-premises, OT/ICS, etc.
- Natively-integrated vulnerability management
- Software and applications
- Domains and subdomains
- Assets and asset groups

ASSET MANAGEMENT

External Attack Surface Management

- 100% / 360-degree visibility
- Natively-integrated vulnerability management
- Third-party vulnerability management integration (bi-directional API)
- Automated asset and software inventory
- Ephemeral, internet-facing asset visibility

ASSET MANAGEMENT

CMDB Sync

- Enriched unified asset inventory with business context
- Comprehensive coverage of all assets, software, lifecycle OS, certificates, etc.
- Natively-integrated vulnerability management

100%
COMPLETENESS METER
20%

VULNERABILITY

Vulnerability Management

- Risk-based vulnerability management prioritization
- Integrated external vulnerability management feeds
- Complete vulnerability coverage for on-premises
- Hardening and policy enforcement options according to CIS guidelines
- SSL expiry monitoring and PCI assessment

VULNERABILITY

ITSM Integration

- Bidirectional IT SecOps workflow actioning (i.e. patching)
- Drag-and-drop workflow generation
- Auto-ticketing
- Natively-integrated vulnerability management with External Attack Surface Management (EASM)

VULNERABILITY

Cloud Security

- App protection (CNAPP)
- Detection and response (CDR)
- Container security
- Workload protection (CWP)
- IaC scanning & security posture management (CSPM)

100%
COMPLETENESS METER
20%

REMEDIATION

Remediation & Patch Mgmt.

- Vulnerability-to-compliance patch mapping
- Natively-integrated asset management with External Attack Surface Management (EASM)
- Natively-integrated vulnerability management
- Automatic patching based on risk or vulnerability type
- Support for Windows OS, Linux. MacOS, and other third-party applications

COMPLIANCE

Unified Governance and Reporting

- Unified risk posture analysis for the entire environment in real time
- Single sign-on, unified cyber risk dashboard with governance and reporting
- Integrated and orchestrated asset, compliance, vulnerability, and endpoint security

COMPLIANCE

Regulatory / Internal Compliance

- Automated policy enforcement and reporting
- Natively-integrated vulnerability management and patch management
- Unified dashboards for PCI DSS 4.0, SOX, HIPAA 2023, FINRA, GDPR, NYDFS, CCPA, and others

THREAT DETECTION

Extended Detection and Response

- Integrated, extended detection and response (XDR) with vulnerability management and patch management
- ML-based antivirus
- Zero-days, ransomware, and phishing attack protection
- Endpoint detection and response (EDR)
- Endpoint protection (EPP)

100%
COMPLETENESS METER
20%

Goal

Reduced Cyber Risk

Cyber Risk Maturity Score

Transparent, augmentable cyber risk scoring methodology that reduces alert noise, prioritizes response action, and ultimately provides a holistic and real-time view of an organization's risk posture.

Positive Business Impact

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