



QUALYS SECURITY CONFERENCE 2018

# Out-of-band Configuration Assessment (OCA)

Make your Inaccessible, Sensitive Assets visible to your Vulnerability and Compliance Program

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# Agenda

Use-cases on why some of the big customers eagerly waiting

Workflow and the Demo

Content support

Roadmap

Use case:

# Two of the biggest Banks

Disconnected/Inaccessible systems to be a part of overall Vulnerability, Risk and Compliance program

Sensitive Systems/Regulated Devices

Legacy Systems

Highly locked down systems

Network Appliances

Air-gapped Networks

Adtran AOS
BlueCoat ProxySG
Brocade FabricOS
Check Point GAIA
Cisco IOS
Dell Force10 FTOS
Extreme ExtremeXOS
FireEye
Fortigate FortiOS
HP ProCurve
Huawei VRP
Juniper Junos
NetApp Data ONTAP
SonicWALL SonicOS



Use case:

# Visibility Matters to the...

search engine tech company and Healthcare network

**Impacts to security  
program include:**



Incomplete Asset Inventory

Exposure to Unknown  
Vulnerabilities &  
Misconfigurations

Ineffective Risk Evaluation

Compliance in silos

# Current Options

Ad-hoc scripts

Procedural controls  
(manual assessment)

Outside audits

Limited software-based  
solutions



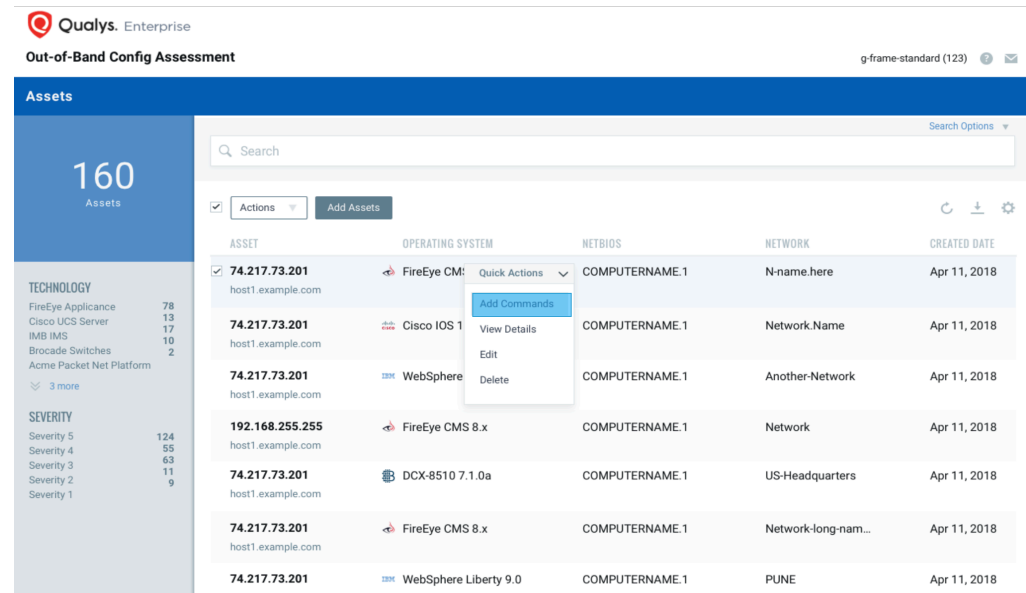
# Introducing Out-of-Band Configuration Assessment

OCA, add-on to VM/PC

Flexible Data Collection via  
API/UI

Support for Inventory,  
Policy Compliance and  
Vulnerability Assessment

Bulk data, Automated and  
Customizable



The screenshot displays the Qualys Enterprise Out-of-Band Config Assessment interface. On the left, a sidebar shows a total of 160 Assets and a breakdown by technology: FireEye Appliance (78), Cisco UCS Server (13), IMB IMS (17), Brocade Switches (10), and Acme Packet Net Platform (2). Below this, a severity breakdown shows: Severity 5 (124), Severity 4 (55), Severity 3 (63), Severity 2 (11), and Severity 1 (9). The main table lists assets with columns for Asset, Operating System, NetBIOS, Network, and Created Date. A context menu is open for the first asset, showing options: Add Commands, View Details, Edit, and Delete.

ASSET	OPERATING SYSTEM	NETBIOS	NETWORK	CREATED DATE
74.217.73.201 host1.example.com	FireEye CM:	COMPUTERNAME.1	N-name.here	Apr 11, 2018
74.217.73.201 host1.example.com	Cisco IOS 1	COMPUTERNAME.1	Network.Name	Apr 11, 2018
74.217.73.201 host1.example.com	WebSphere	COMPUTERNAME.1	Another-Network	Apr 11, 2018
192.168.255.255 host1.example.com	FireEye CMS 8.x	COMPUTERNAME.1	Network	Apr 11, 2018
74.217.73.201 host1.example.com	DCX-8510 7.1.0a	COMPUTERNAME.1	US-Headquarters	Apr 11, 2018
74.217.73.201 host1.example.com	FireEye CMS 8.x	COMPUTERNAME.1	Network-long-nam...	Apr 11, 2018
74.217.73.201 host1.example.com	WebSphere Liberty 9.0	COMPUTERNAME.1	PUNE	Apr 11, 2018

# Configuration Upload Workflow

Push the Asset data

Upload Configuration Data

Qualys creates agent-based data snapshot

Report Generation

**ASSET PROVISIONING**

POST `http://{{base_url}}/oca/v1.0/asset`

GET `http://swarmm01.p17.eng.sjc01.qualys.com:53670/oca/v1.0/asset/03df1879-458c-495d-873d-7ab2daa34045/commands/PolicyCompliance`

```
1 {
2   "code": 200,
3   "data": {
4     "items": [
5       "version",
6       "tsclockserver",
7       "configshow -all",
8       "syslogdipshow"
9     ]
10  }
11 }
```

**FORWARD COMMAND OUTPUTS FABRIC**

POST `http://{{base_url}}/oca/v1.0/asset/03df1879-458c-495d-873d-7ab2daa34045/command/output/{{type}}`

Params Authorization Headers (3) Body Pre-request Script Tests

none form-data x-www-form-urlencoded raw binary

KEY	VALUE	DESCRIPTION
<input checked="" type="checkbox"/> configshow -all	<input type="button" value="Choose Files"/> No file chosen	
<input checked="" type="checkbox"/> syslogdipshow	syslog.1 10.170.65.31	
<input checked="" type="checkbox"/> tsclockserver...	Active NTP Server 10.170.158.12...	
<input checked="" type="checkbox"/> version	Kernel: 2.6.14.2 ...	
Key	Value	Description

# Out-of-Band Configuration Assessment

Demo

OCA

GET swarmm01.p17.eng.sjc01.qualys.com:53670/oca/v1.0/technologies/PolicyCompliance

Params

KEY

VALUE

Key

Value

Pretty

Raw

Preview

JSON

```
1 [
2   "Data Domain OS 5",
3   "FireEye CMS 7",
4   "FireEye CMS 8",
5   "Imperva WebApplication Firewall",
6   "Fabric 7",
7   "Fabric 8",
8   "ACME Packet OS",
9   "Juniper IVE 8"
10 ]
```



# Qualys OCA Benefits



## Cover Your Blind Spots Quickly

For urgently required technologies, as an interim method till scanner or agent support is available



## Flexible Data Collection

Fully automate data collection out-of-band via API or upload manually via the UI.



## Complete Vulnerability & Compliance Visibility

Assess isolated, and locked-down systems for misconfiguration and vulnerabilities



## Expanded Platform Coverage

Extends Qualys coverage to legacy and uncommon platforms, including network devices, applications, appliances, mainframes, and more.

# Technology Support

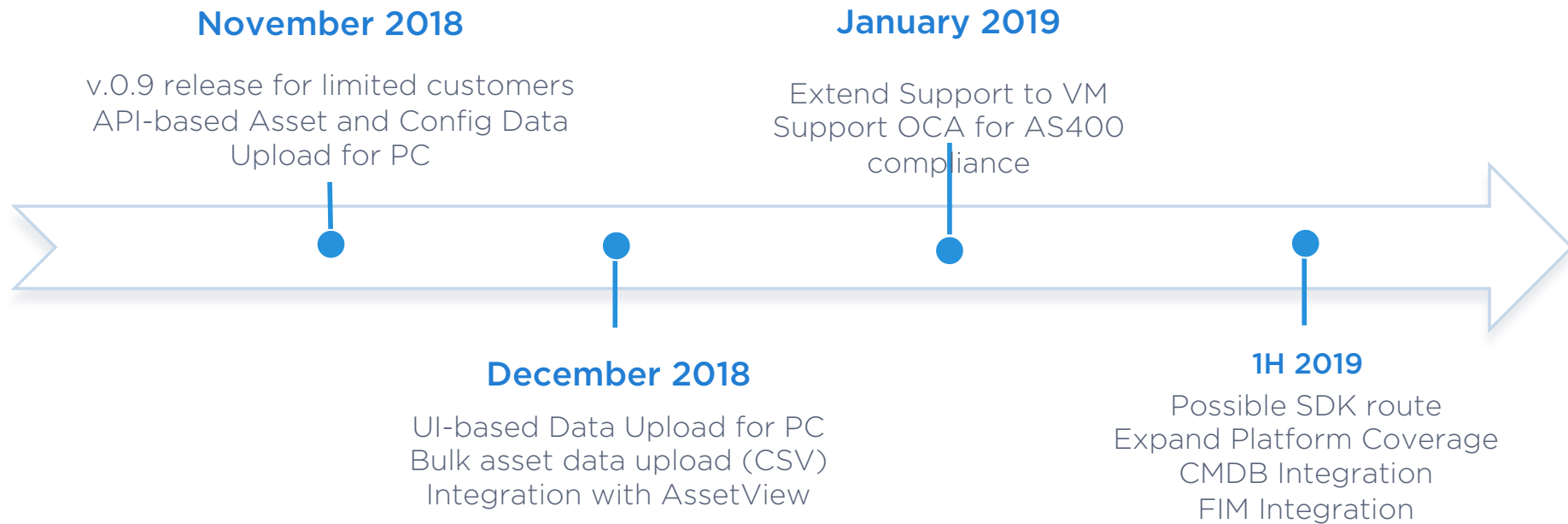
## **V0.9 and v1.0 release November - 2018**

FireEye Appliances  
BigIP F5  
Brocade DCX Switch  
Acme Packet Net  
Imperva Firewall  
Cisco Wireless Lan Controller 7  
Cisco UCS Server  
NetApp OnTap  
Juniper IVE

## **Future Priorities**

AS/400  
Cisco Meraki  
Sonic Firewall  
Fortinet Firewalls  
Aruba WLC  
Dell EMC Data Domain  
Oracle Tape Library

# Availability & Roadmap





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# Thank You

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# Security Assessment Questionnaire

Automate the Assessment of Procedural  
Controls & Vendor Risk

**Shailesh Athalye**

Director, Compliance Solutions, Qualys, Inc.

# Agenda

How SAQ compliments Qualys technical security Apps -  
Internal Procedural controls Assessment  
Vendor Control & Risk Assessment

Content support

Demo

Roadmap

Preview of Future use case: Customer risk management as a vendor

One of the biggest Financial Institute

# Assesses their Internal Procedural and Process controls

Need to comply with number of International and regional mandates/ standards.



Took 2 hours to rebuild Excel based 76 question assessment using web-based UI and Out-of-box Rich content

They understand >50% compliance requirements are related to assessing processes and procedures



Dashboards the process deficiencies and risk posed by Internal controls failure

Important that Respondents find it easy and make the collected data actionable



Consolidates the Internal procedural control posture with Technical compliance controls







# New-age Vendor Assessment Challenges

Extend the Perimeter to include vendors  
- security & vulnerability data collection

Vendor Profiling based on the services,  
Vendor Assessment based on criticality

Vendor control data aggregation with  
Internal security and compliance data

Automated workflow, operational  
dashboards

	SOURCE OF ATTACK	FINANCIAL IMPACT	REPUTATIONAL IMPACT	BREACH ORIGIN
	Attackers stole credentials from 3 <sup>rd</sup> Party vendor to breach network	<b>\$200 million</b> in costs (to date)	✓	<div>Direct Breach 30% Third Parties 70%</div>
	Attackers breached network via 3 <sup>rd</sup> Party vendor	Estimated <b>\$2-3 billion</b> in fraud charges	✓	
	Breach due to 3 <sup>rd</sup> Party vendor	Estimated <b>\$3 billion</b> in fraud charges	✓	
	Google's Australia office hacked via 3 <sup>rd</sup> Party HVAC vendor	Impact TBD	✓	
	Yahoo Mail accounts hacked due to 3 <sup>rd</sup> Party database breach	Impact TBD	✓	
	T-Mobile customer PII data stolen from Experian (3 <sup>rd</sup> Party) server	15 million customers' PII stolen	✓	



One of the biggest pharma company

# Assessing their vendor risk through SAQ



Vendors Profiling — Defines Criticality based on Service areas/Cybersecurity domains



Assesses vendors per their risk profile, in a standardized (SIG) manner



Uses out-of-the-box content, including regional mandates



Dashboards the risk posed by the highly critical vendors and ranks them per risk



Easy online workflow for the vendors, receives reminders, alerts and status



Consolidates the vendor control posture with Internal procedural & technical compliance controls

# Rich Template Library

## Industry

PCI DSS SAQ A, B, C, D  
IT for SOX  
GLBA  
BASEL 3 (IT)  
HIPAA  
HITRUST  
NERC CIP v5  
SWIFT  
NERC CIP

## Popular Standards

ISO 27001-2013 ISMS  
NIST CSF  
COBIT 5  
FedRAMP  
COSO  
ITIL  
CIS TOP 20 Controls  
**Shared Assessment  
(SIG) \*- vendor  
assessment**

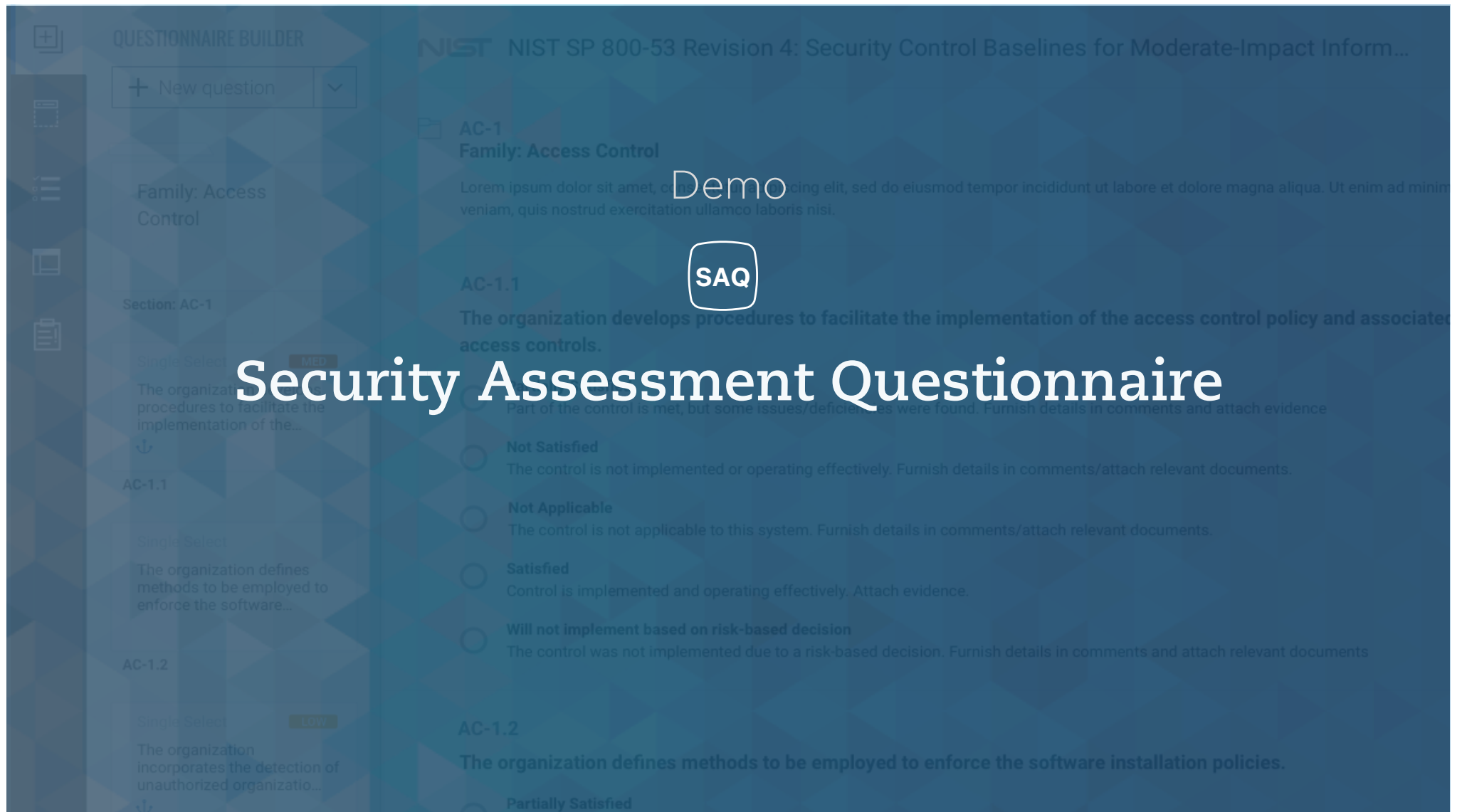
## Regional

**GDPR**  
Abu Dhabi Info Sec  
Standards  
ANSSI (France)  
MAS IBTRM (Singapore)  
BSP (Philippines)  
BSI Germany  
ISM (Australia)  
UK Data Protection  
RBI Guidelines (India)  
California Privacy\*\*  
Canada Data Protection  
2018\*\*

## Technical Services

CSA CAIQ v3.0.1  
CSA CCM v3.0.1  
Vendor Security for  
Hosting Service Provider  
AWS \*\*  
Procedural controls for  
cloud, containers\*\*

- ✦ Includes premium content – Shared Assessments (SIG)
- ✦ Use as-is or customize to your needs



# SAQ Roadmap

## Q3 2018

User/Role/Privilege Management  
Question Bank  
Create template from library templates  
New campaign UI  
Risk scoring

## Q1 2019

Vendor-driven workflows to cater to customers

- Create answer bank,
- Upload customer required templates
- Match on Keywords
- Metrics, Dashboards on risk posed to my customers

## Q4 2018

SAQ Lite – for PCI users  
Vendor Risk Management workflows

- Vendor Onboarding, Profiling
- Automated assessment based on Vendor profiles/onboarding
- Compare vendors based on risk scores
- Dashboards on total Vendor risk/  
Trending/Top 5 risky vendors

\* Roadmap items are future looking; timing and specifications may change

# In the world where everyone is a vendor of someone

## SAQ Feature coming up in Q1: Answer bank

### Technology company wants to understand Risk posed to the customers



Receives 100s of questionnaires from their customers and answers them offline, through spread-sheets



Want to understand What risk they pose to their critical customers



Costly & resource-intensive to respond and gains no visibility into risk intelligence



Want to understand the top failing, passing cybersecurity areas/ answers to improve their own internal controls



Wants to drive the vendor-management project to showcase their good security practices and use the data for contract negotiation

Last 6 months



All Customers



NOT STARTED

20 Questionnaires

IN PROGRESS

23 Questionnaires

DUE IN 2 WEEKS

21 Questionnaires

OVERDUE

2 Questionnaires

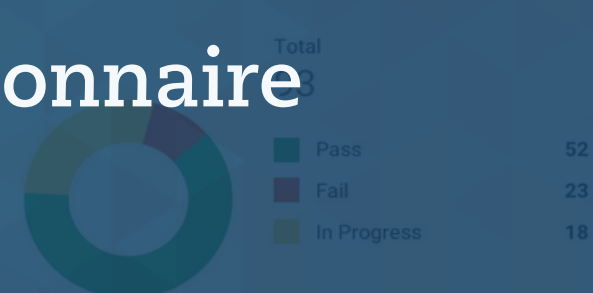
Demo

SAQ

## CUSTOMER QUESTIONNAIRE ANALYSIS



## QUESTIONNAIRE PASS/FAIL ANALYSIS



## QUARTERLY SERVICE TRENDING

63 vs Q2-Services 20 (35%)  
▲ 33.23%

Trend since last 2 quarters

## TOP 5 PASSING CUSTOMER QUESTIONNAIRES

CUSTOMER NAME	PASSING PERCENTAGE
Bank of America	93%
Barclays	72%

## TOP 5 FAILING CUSTOMER QUESTIONNAIRES

CUSTOMER NAME	FAILING PERCENTAGE
Microsoft	43%
Global Infotech	23%



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# Thank You

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