



# Zero Trust Access with Qualys Platform



Ashish Kar  
Director, Product Management  
Qualys



---

# Enterprise TruRisk™ Platform

Measure, communicate, and eliminate cyber risk.

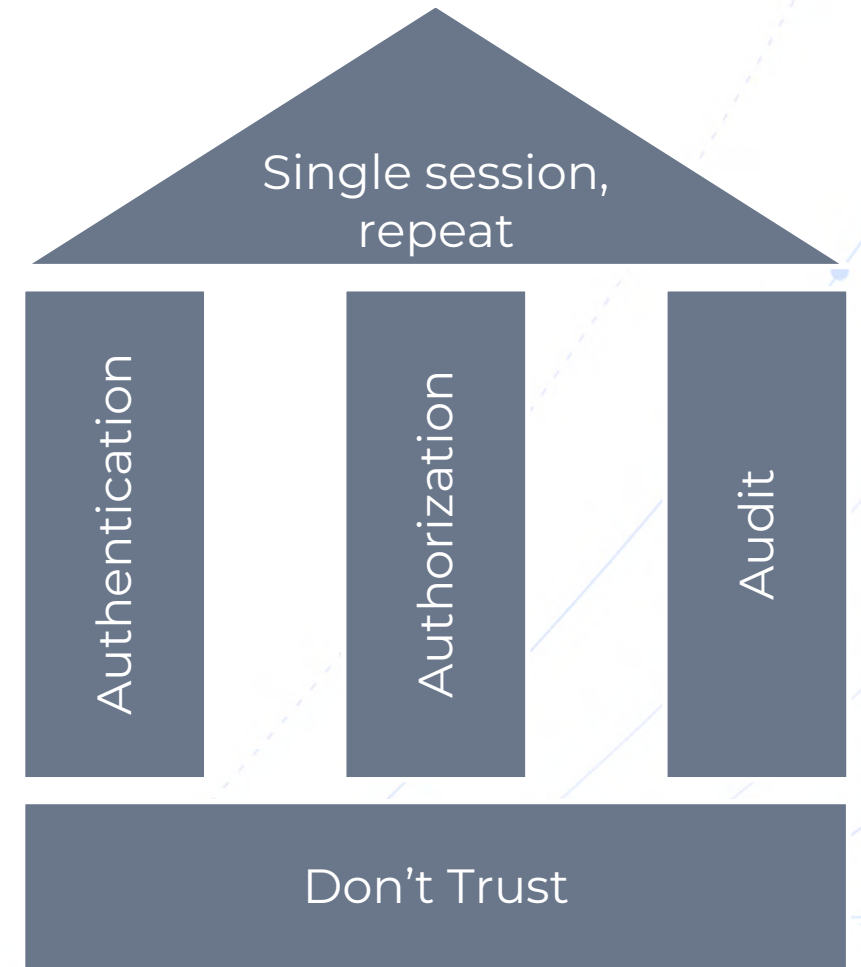
---

**De-risk your business.**



# What is Zero Trust?

- Don't trust any device, user, or app
- Access is granted only after Authentication and Authorization
- Authorization is determined by dynamic policy
- Every access is Audited
- Access is granted on a session basis



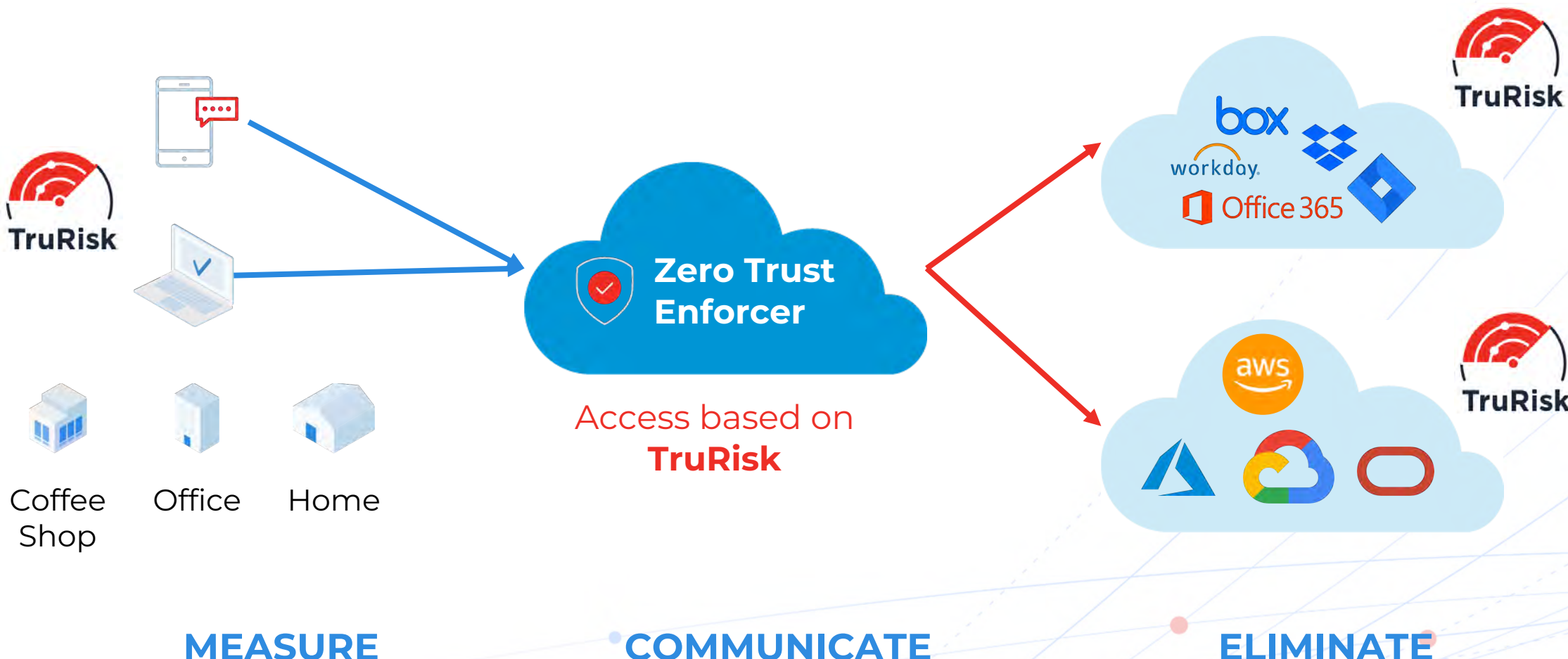


# Why Zero Trust is hard to implement



- Enterprise Infrastructure is **incredibly complex**.
- Leads to **business continuity risk** if policies are not defined properly.
- Risk-based **prioritization** is missing in most cases.

# Qualys Risk-based Zero Trust Access



# SaaS Endpoint Data Protection



Compliance Risk  
Inventory Risk  
Unauthorized SW Risk  
Vulnerability Risk  
Malware Risk

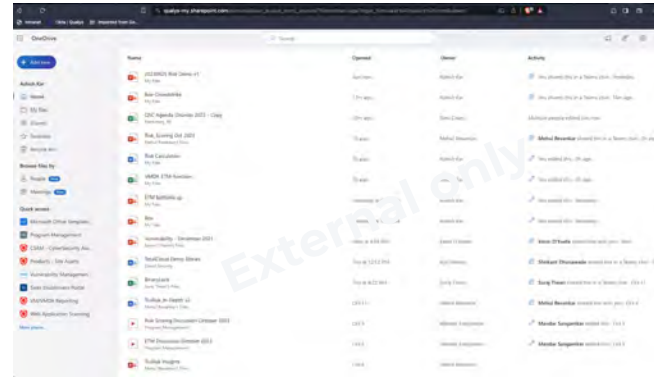
- **Measure:** TruRisk for Endpoint and Service
- **Communicate:** Risk to Security team and user
- **Eliminate:** Risk by giving endpoint limited or no access to service



# Easy workflow for the security team

## Policy in Qualys Platform

- TruRisk>500 – no access to internal document
- TruRisk>700 – no network access



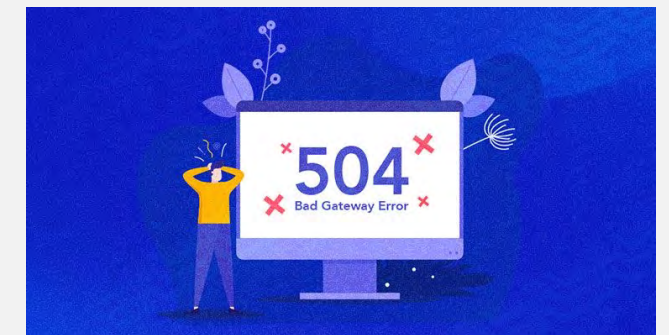
## Malware Infected Endpoint

- Malware activity – TruRisk 800
- Network access blocked



## Risky Endpoint

- Running risky software – TruRisk 535
- Only external documents are visible



# Demo





THANK YOU



# Why Zero Trust is a game changer



- Enterprise Infrastructure is **incredibly complex** – allowing attackers to hide in plain sight
- Zero Trust assumes that the **attacker is already in** your environment
- **Reduce Risk** by preventing lateral movements and data breaches.



# Demo Flow for #1

## Approve or Deny Access to SaaS or network based on the TruRisk Score of the Endpoint

- The analyst also applies a policy that if (1) TruRisk is >500, then there is no access to O365 internal data – as a preventive measure in the future, (2) if TruRisk>700, then quarantine network access
- The next day, the analyst discovers an endpoint with unsanctioned SW – TruRisk is 500+
- The access to O365 is only limited to public docs, no internal sensitive doc is visible.
- The next day, the analyst discovers an endpoint with malware – TruRisk is high
- The malware cannot get to O365 sensitive data due to policy, the malware cannot exfiltrate data as the network is locked down.
- The analyst fixes the malware issue, and now O365 access is restored
- **Key points** – (1) Auto-remediate config issues, (2) Put preventive policies commensurate with risk – like removing sensitive data access, or blocking all egress, (3) Once the issue is fixed, the operation is restored.

# Screen 1

Admin

Enable TruRisk Scoring  
for EDR product

EDR UI

Toggle on TruRisk Scoring

OPTIONAL



# Screen 2 - Create Rules in Qualys SaaS-DR to

Admin

**Rule 1** – TruRisk >550, Limit access to internal files, only show external files.

**Rule 2** – TruRisk>700, Limit access to O365, network on endpoint is quarantined.

EDR → O365 rule

There is a page in Qualys SaaS DR that allows the user to configure rules between EDR score and a SaaS Application.

Define Risk Level and Remediation Step

The screenshot shows the Qualys Admin console interface. The left sidebar contains navigation options like Insights, Users & Groups, Content, Reports, Classification, Shield, Governance, Relay, Platform, Apps, Admin Tasks, Account & Billing, and Enterprise Settings. The main content area is titled 'Device Security > CrowdStrike EDR'. It features a 'Disconnect' and 'Save' button. Below this, there's a section for 'CrowdStrike account details' with a table showing account information for 'Acme company'. The 'Remediation actions' section allows defining logical conditions and actions, with a dropdown menu showing 'Terminate user session and block device Require 2-Step Verification'. There's also a 'Monitor-only mode' section with a toggle switch for 'Enable monitor-only mode'.

This is how BOX recently did it with Crowdstrike

# Screen 3 – TruRisk score 500

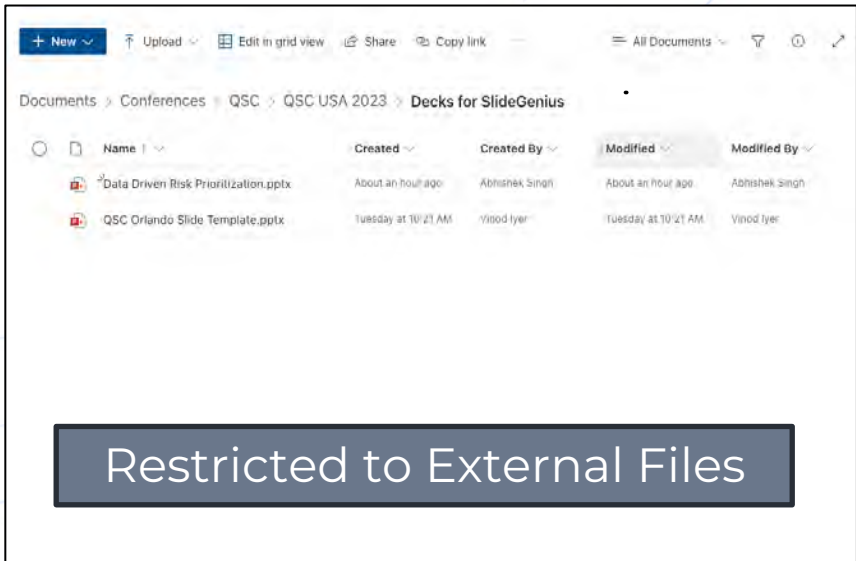
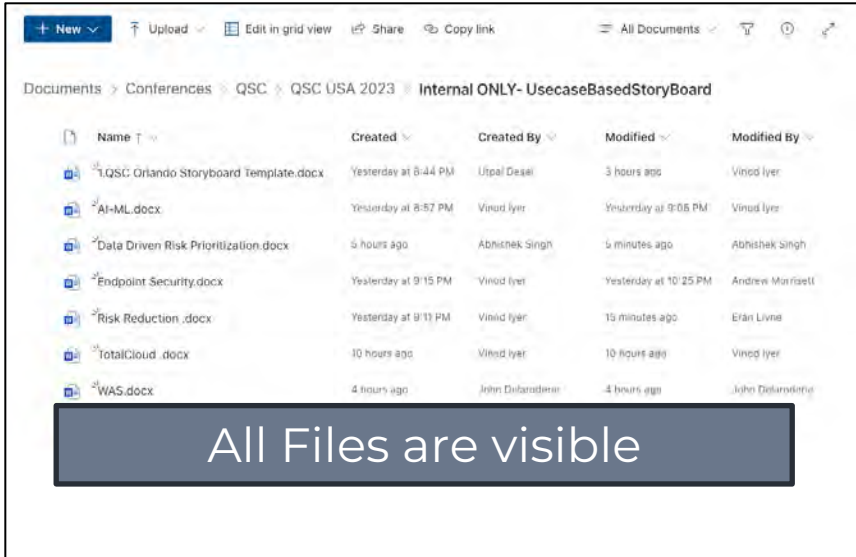
User

User downloads risky software and her TruRisk is 550. Now she is not able to view internal sensitive docs in her O365.

Put 2 screenshots of the O365 folder –

- 1) with both internal and external files and
- 2) with external files only.

We can show once her risk got high, her view changed from 1 to 2. Also, got a message to delete the software or contact the IT/Sec team.



# Screen 4 – Admin gets an alert Can take remediation steps

Admin

Admin gets an alert

- Access denied to “Internal O365 files”  
due to risky SW on the endpoint.

The actions she can take are

- Contact user
- Remediate
- File Jira
- Ignore

Admin workflow

OLD VERSION







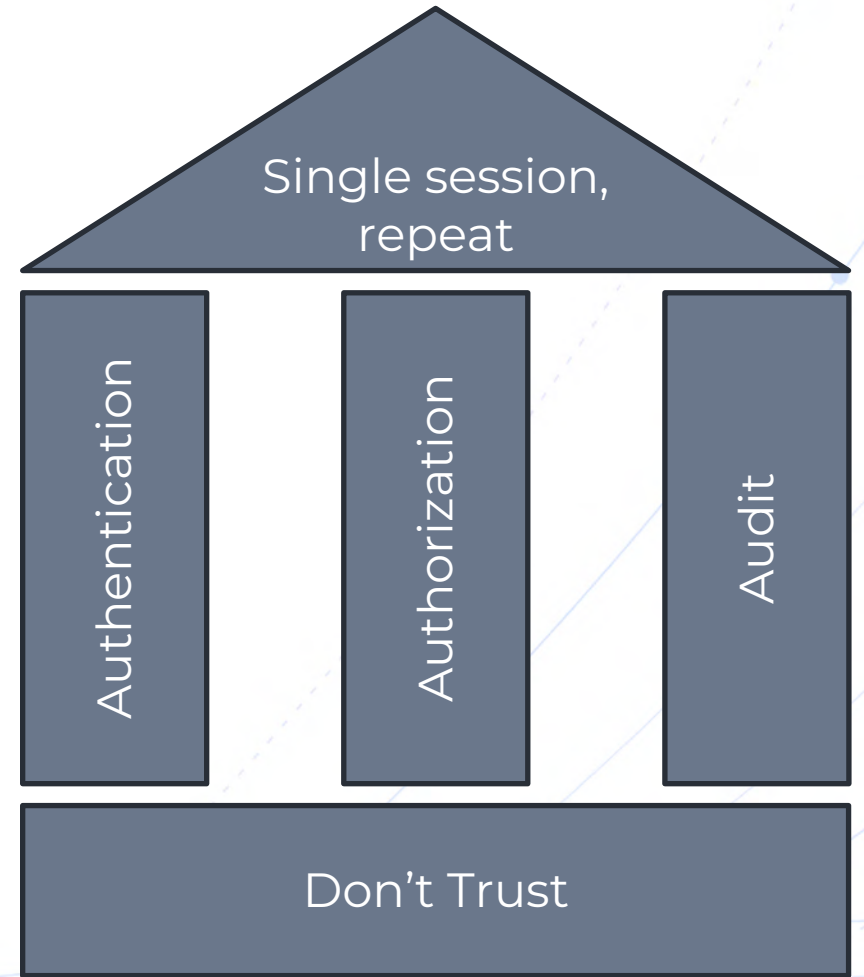
# Zero Trust Access with Qualys Platform

October 2023



# What is Zero Trust?

- Don't trust any device, user, or app
- Access is granted only after Authentication and Authorization
- Authorization is determined by dynamic policy
- Every access is Audited
- Access is granted on a session basis



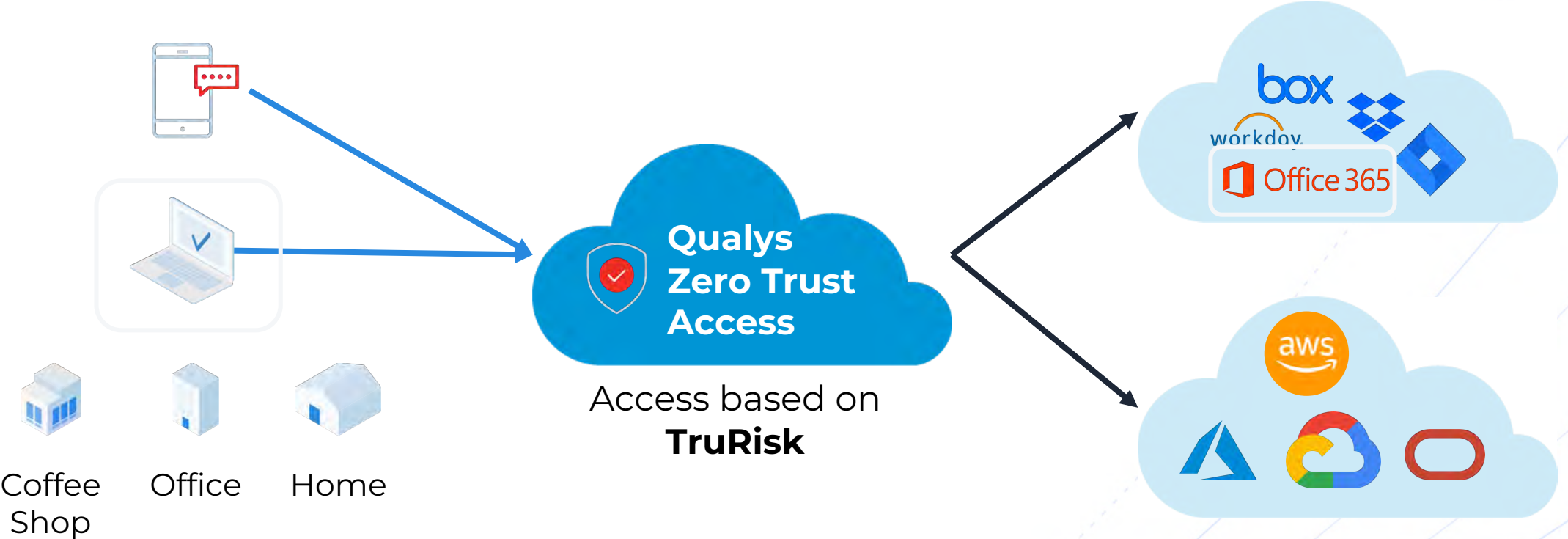


# Why Zero Trust is a game changer



- Enterprise Infrastructure is **incredibly complex** – allowing attackers to hide in plain sight
- Zero Trust assumes that the **attacker is already in** your environment
- **Reduce Risk** by preventing lateral movements and data breaches.

# Qualys Zero Trust Access





# SaaS Endpoint Data Protection



- Endpoint has Qualys EDR with TruRisk turned on
- Continuous risk-based authorization
- Action can be taken on the endpoint or SaaS product

# Easy workflow for the security team

## Policy in Qualys Platform

- TruRisk>500 – no access to internal document
- TruRisk>700 – no network access



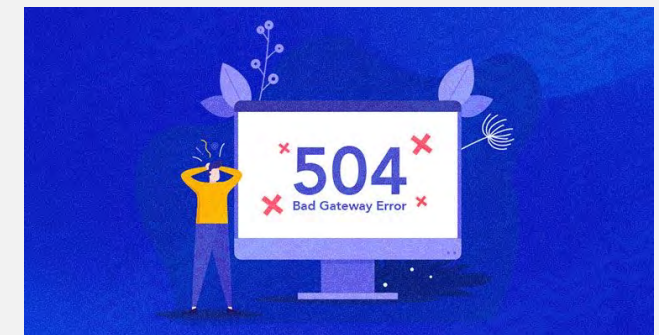
## Malware Infected Endpoint

- Malware activity – TruRisk 800
- Network access blocked



## Risky Endpoint

- Running risky software – TruRisk 535
- Only external documents are visible



# Demo Time







---

# Enterprise TruRisk™ Platform

Measure, communicate, and eliminate cyber risk.

---

**De-risk your business.**

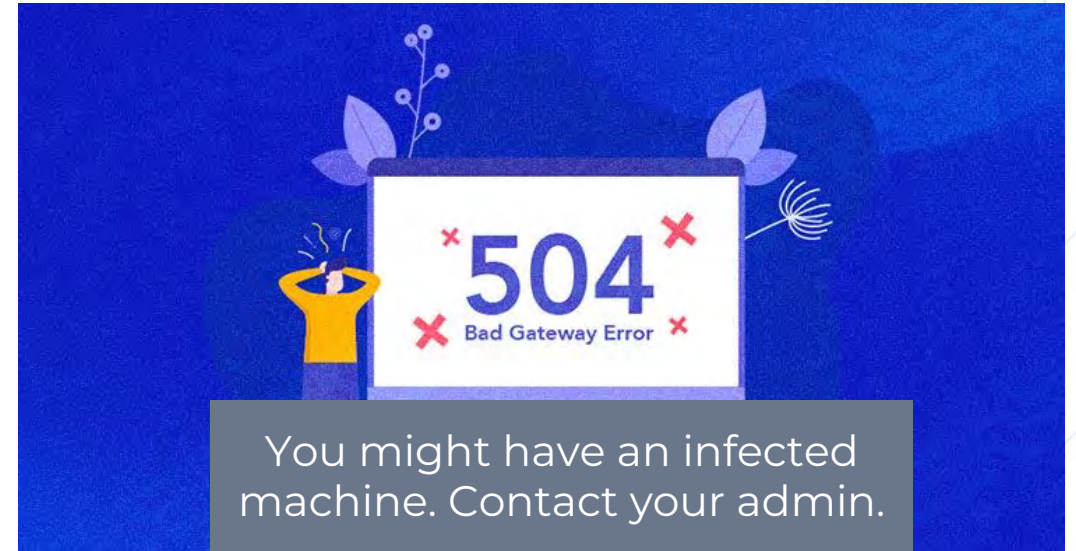


# Screen 5 – TruRisk score 800

User

Another user, clicks on a link and has malware on his endpoint – trurisk is > 700. His laptop is quarantined.

Analyst gets an alert and can send a remediation action to remove the malware and restore network access.



# Screen 6 – Admin gets an alert Can take remediation steps

Admin

Admin gets an alert  
- Network Quarantined due to malware  
on the endpoint.

The actions she can take are

- Contact user
- Remediate
- File Jira

Admin workflow





Thank you

