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CTEM to Autonomous Exposure Management: Operationalizing Cyber Risk Management with Agentic AI





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Product Management

Key Takeaways

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01 Most CTEM initiatives stall at **mobilization/remediation**

02 Qualys **Agentic AI** can operationalize each **ROC** stage

03 Presenting quantified **risk reduction** can help drive confidence and accountability

04 **ROC and RemOps** can help transform **beyond CTEM** framework into a measurable risk-reduction engine

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"CTEM is NOT a tool,
It's a Program"

"CTEM is NOT a purely risk-driven exercise either"

Gartner Report G00831705 – Use Continuous Threat Exposure Management to Reduce Cyberattacks

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You will never have

Zero Risk.

Welcome to the era of "Day Minus One"

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HUMAN SPEED ---------- **Total: 63 Days** ----------→

Detection → **Analysis** → **Patching**

145 Million Patches
Deployed in the last 12 months

- AI is accelerating the attacker's playbook.
- Time-to-exploit is now negative.
- Manual remediation has hit a hard ceiling.

AGENTIC SPEED ----- **Total: -1 Day** -----→

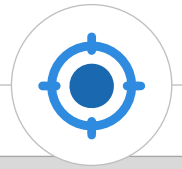
Detection → **Confirmation** → **Auto-Mitigation**

Patchless patching
Pre-emptive mitigation before weaponization - closes the path before the patch ships.

The Mythos Avalanche

Why existing approaches fail (and where risk debate comes from)

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Detected

CTEM tools can detect threats in your environment



Exploitable

But cannot tell you if they are exploitable or if your controls can stop them

The Reality:

<1%

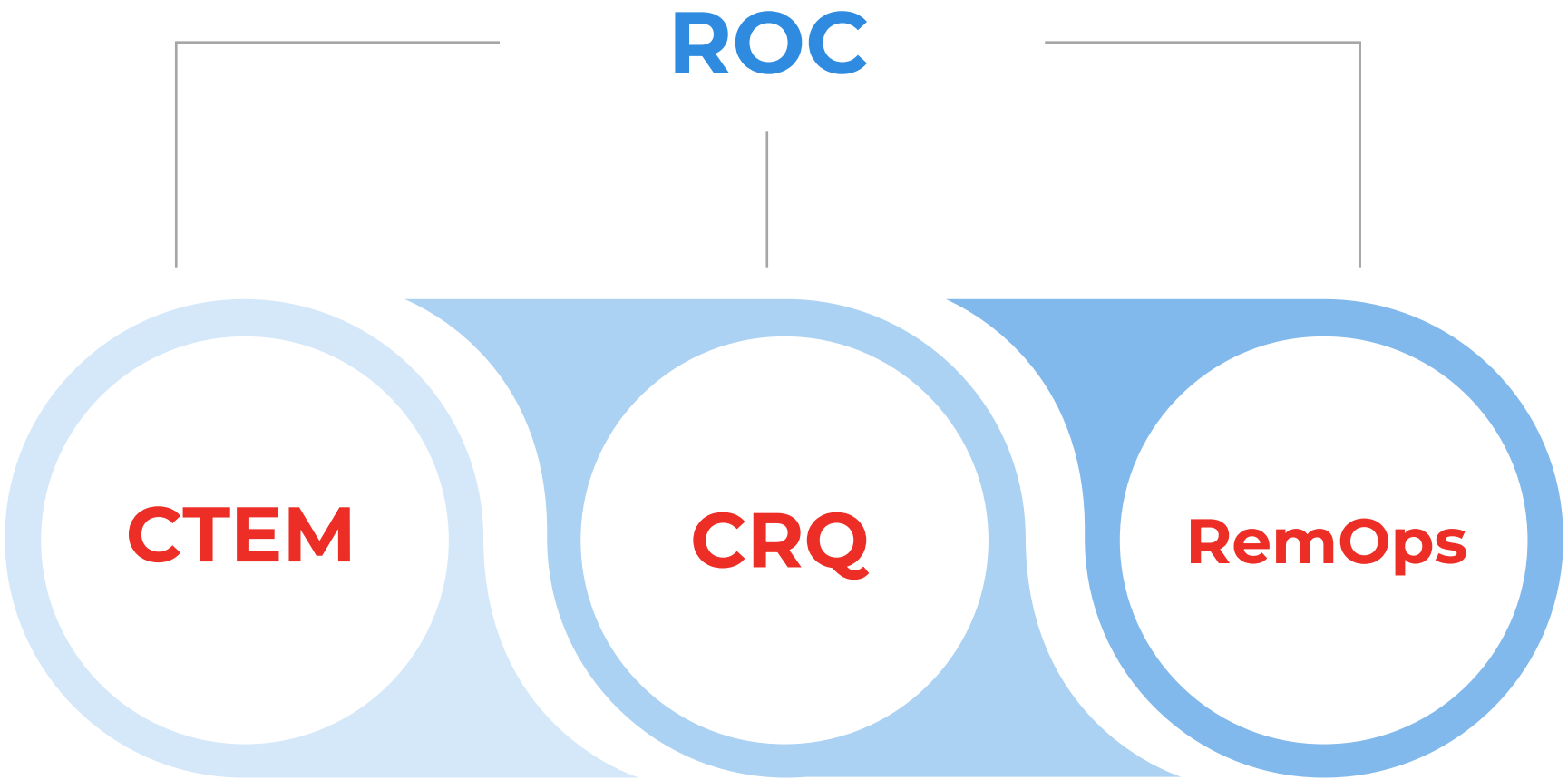
of critical vulnerabilities are actively exploited.

(Source: Qualys TRU)

The “risk debate” exists because teams confuse **severity** with **exploitability,**
“Critical” findings ≠ **exploitable** findings

World’s First AI-Native Risk Operations Center (ROC)

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Qualys TruRisk Platform: Powering the ROC

Fast | Accurate | Cost Effective

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- **RBVM** VMDR
- **ASPM** TotalAppSec
- **CNAPP** TotalCloud
- **AI-SPM** TotalAI
- **ISPM** ETM-Identity

CTEM+

Enterprise TruRisk Management

Unified Asset Inventory (CSAM)
Exposure Aggregation
Cyber Risk Quantification
Prioritization & Validation
(TruLens and TruConfirm)
Agentic AI with Cyber Risk Agents

- **RemOps** TruRisk Eliminate
- **Compliance** Policy Audit

Assets & Exposures

Third-Party Tools

Remediations

ITSM | **RBVM** | **CNAPP** | **xSPM** | **OT/IoT**

CTEM Helps You Evolve.
The ROC Helps you Win

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Capability	CTEM (Framework)	ROC (Operationalized + Beyond)
What it is	Industry methodology	Platform-powered operating model
Primary outcome	Continuous exposure reduction	Continuous **business risk** reduction
Scope	Threat exposures	Exposures **+ Compliance + Risk Posture**
Measurement	Technical severity & exposure	**Business-adjusted risk in dollars**
Automation	Manual orchestration across tools	**Agentic AI** with human-on-the-loop
Audience served	Security operations	**Practitioners → CISO → Board**

ETM-Powered ROC Helps Operationalize and Extend CTEM

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Scoping

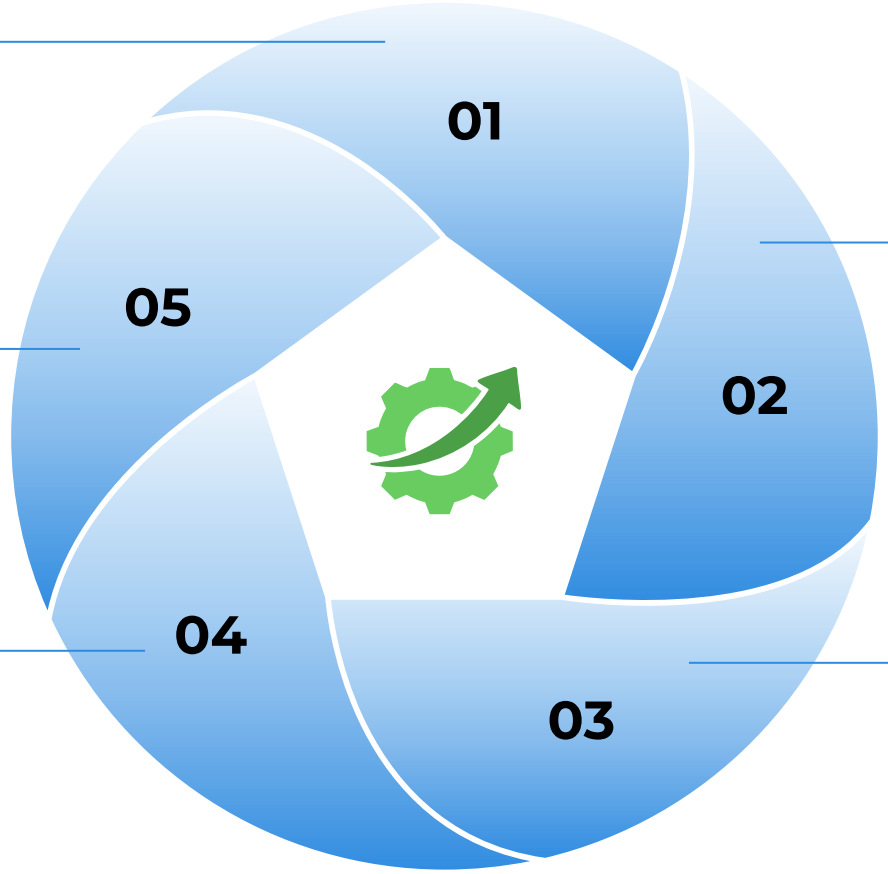
CSAM

Discovery

ETM

Mobilization

TruRisk Eliminate



Validation

TruConfirm

Prioritization

TruConfirm

TruLens

Industry-Leading CTEM Coverage: Qualys ETM is the only platform that maps to all five Gartner CTEM phases within a single, unified architecture—eliminating the need for point solutions and vendor sprawl

The Need for Agentic AI

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Detections happen at Machine-Scale

Vs

Analysis & Remediation as a Manual/ Multi-Step Process



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Leveraging Agentic AI to Operationalize ROC

Built-In Agentic AI to Supercharge Your ROC Deployment

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Scoping

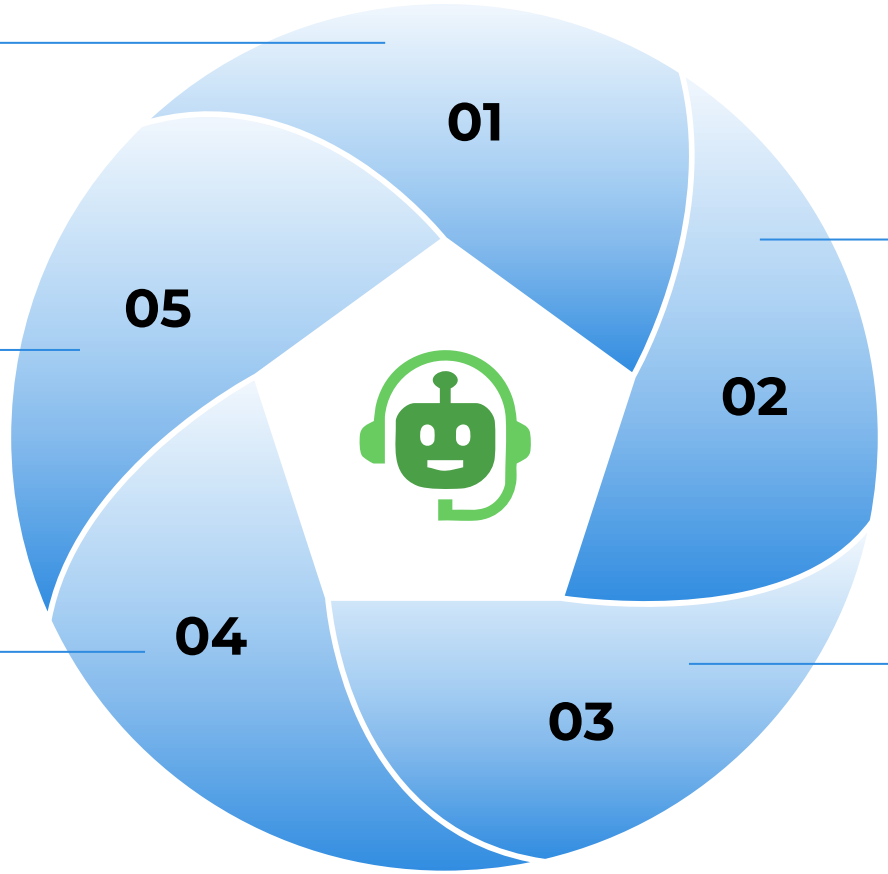
CSAM | Agent Nova | ROCky

Discovery

ROCky | ETM

Mobilization

TruRisk Eliminate | Agent Sara



Validation

TruConfirm | Agent Val

Prioritization

TruConfirm | TruLens

Industry-Leading CTEM Coverage: Qualys ETM is the only platform that maps to **all five Gartner CTEM phases** within a single, unified architecture—eliminating the need for point solutions and vendor sprawl

A Marketplace of Cyber Risk Agents

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Agent Val

Safe Exploit Validation with Proof

Safely validates whether high-risk exposures are exploitable in production using attacker-technique testing. It removes theoretical risk, proves control effectiveness, and gives Security and IT Ops shared evidence to minimize change friction with suppressed noise, reduce c...

Exploit Validation | Risk Prioritization | CISA KEV Analysis | +1

90%	55%	70%
Reduction in Remediation noise	Reduction in TruRisk Score	Manual Effort Reduction

What this agent does and when to use it | Onboard

Agent Nyra

Threat-Based Prioritization

Don't fix vulnerabilities blindly. Focus on the <1% of threats that matter. Nyra aligns your risk posture with active industry threats, highlighting only the security gaps that attackers are currently weaponizing.

Active Threat Mapping | Industry Benchmarking | +1

85%	22%	30%
Monitoring of Trending Threats	Reduction in Cyber Risk	Faster Adversery Risk Mitigation

What this agent does and when to use it | Onboard

Agent Sara

Your Patch Tuesday Sidekick

Identifies monthly Patch Tuesday updates, maps impacted assets and high priority CVEs and automatically creates targeted remediation jobs for testing and production environments.

Patch Tuesday Analysis | Simplifies Patching | +1

15%	75%	30%
TruRisk Points Eliminated	Faster Patch Closure (MTTR)	Faster Adversery Risk Mitigation

What this agent does and when to use it | Onboard

Agent Nova

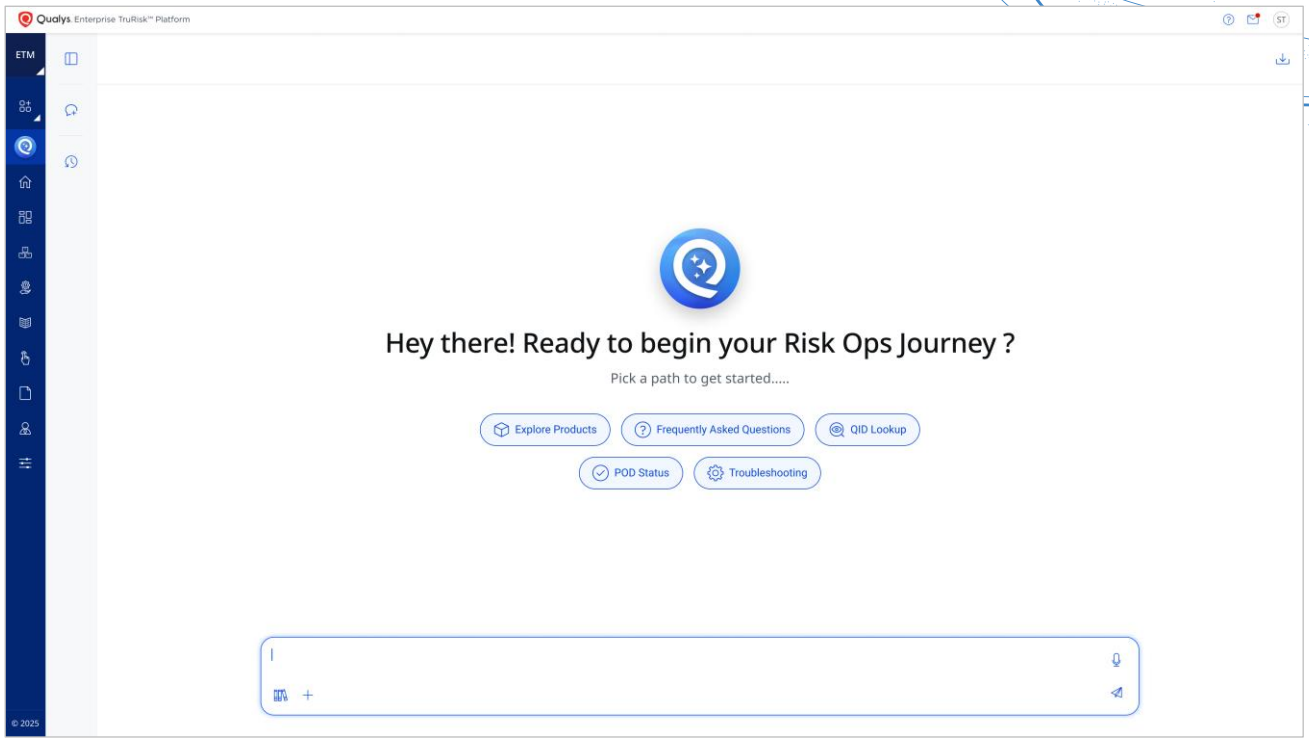
Prioritize Risk of External Attack Surface

Get hacker's eye view of your internet facing assets revealing the toxic combinations of open ports, listening service, risky vulnerabilities and business context of the asset to continuously prioritize and reduce your external attack risk.

External Attack Surface Management (EASM) | Threat Protection

25%	15%	90%
Unknown Assets Discovery	Hidden Risk Reveal	Faster Detection of Risk

What this agent does and when to use it | Onboard



OUTCOMES

- Democratized Access to Security Data
- Intelligent Decision Support
- Enhanced Productivity

Attack Surface Visibility with Agent Nova

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Key Use Cases:

Automated Discovery of Unknown Internet Assets

Intelligent Prioritization of High-Risk Exposures

Hacker's Eye View for Proactive Defense

Actions/ Outcome You Can Achieve with Agentic AI:

- Comprehensive external visibility
- Reduced attack surface
- Evidence-based risk reduction

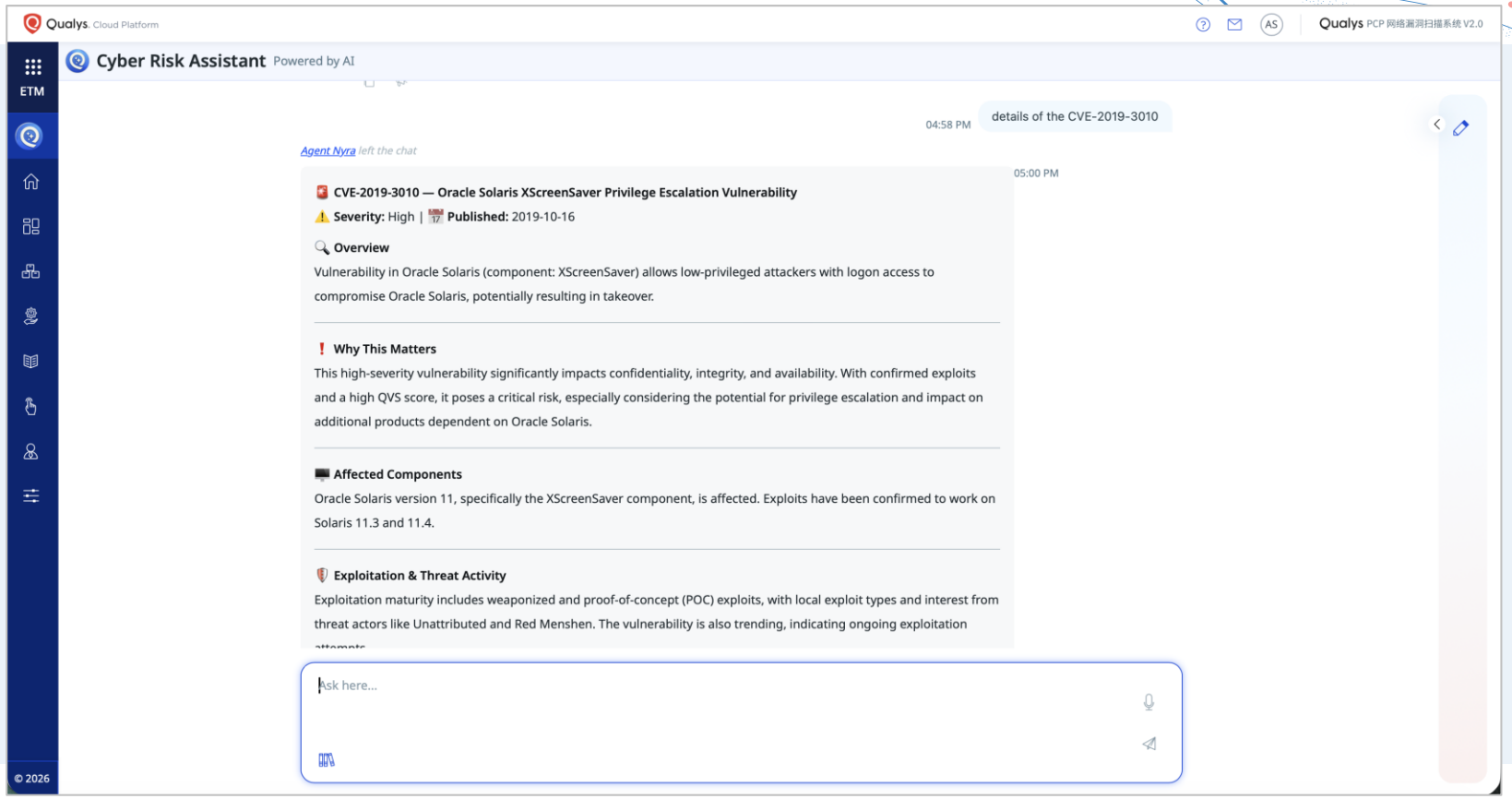
SCOPING

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Qualys' Cyber Risk Assistant

ROCky

Your AI assistant for making confident cyber risk decisions.

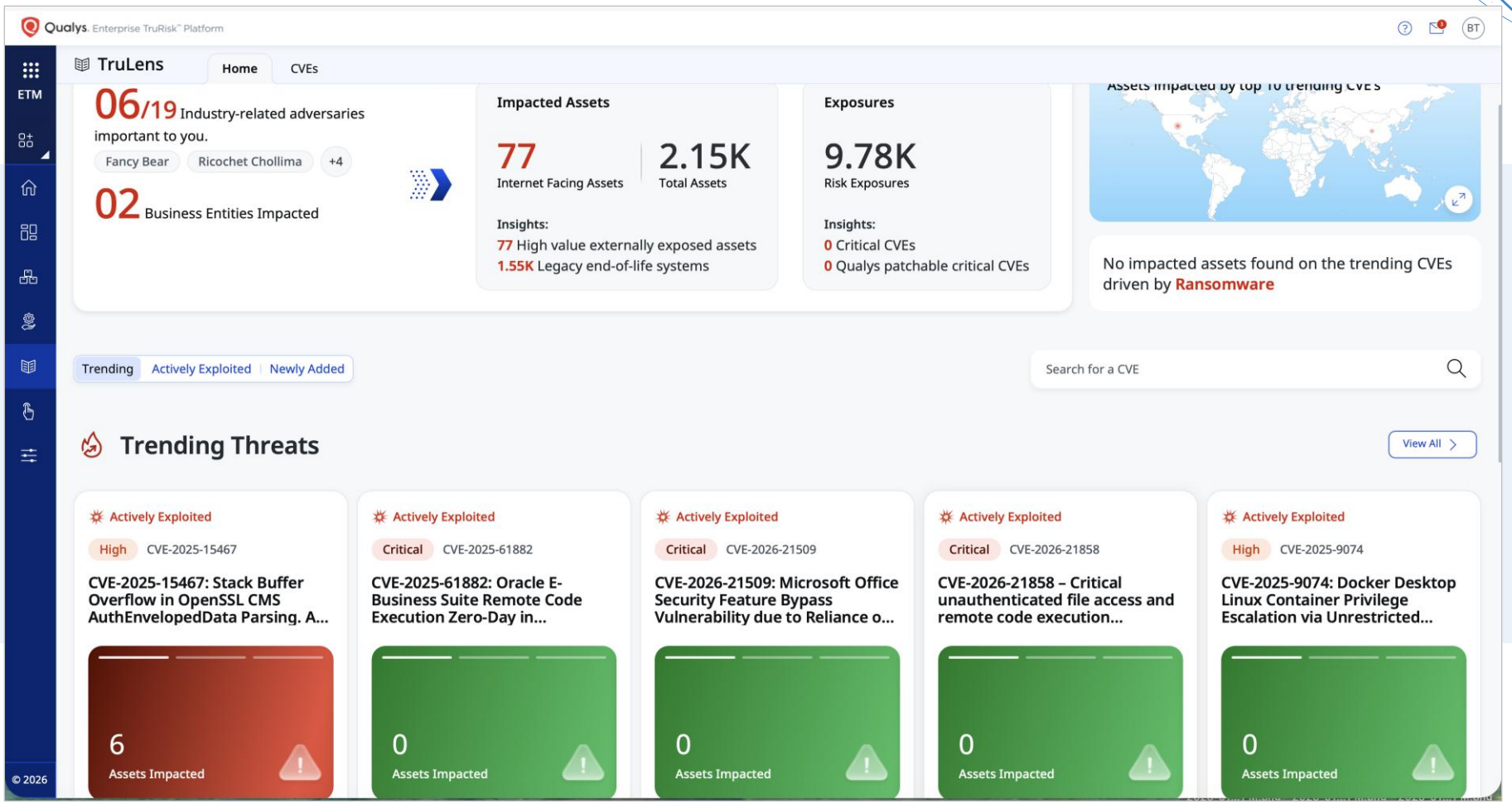


DISCOVERY **SCOPING**

TruLens: Industry-Aware Risk Intelligence

Prioritize risk based on real-world exploitation and peer context.

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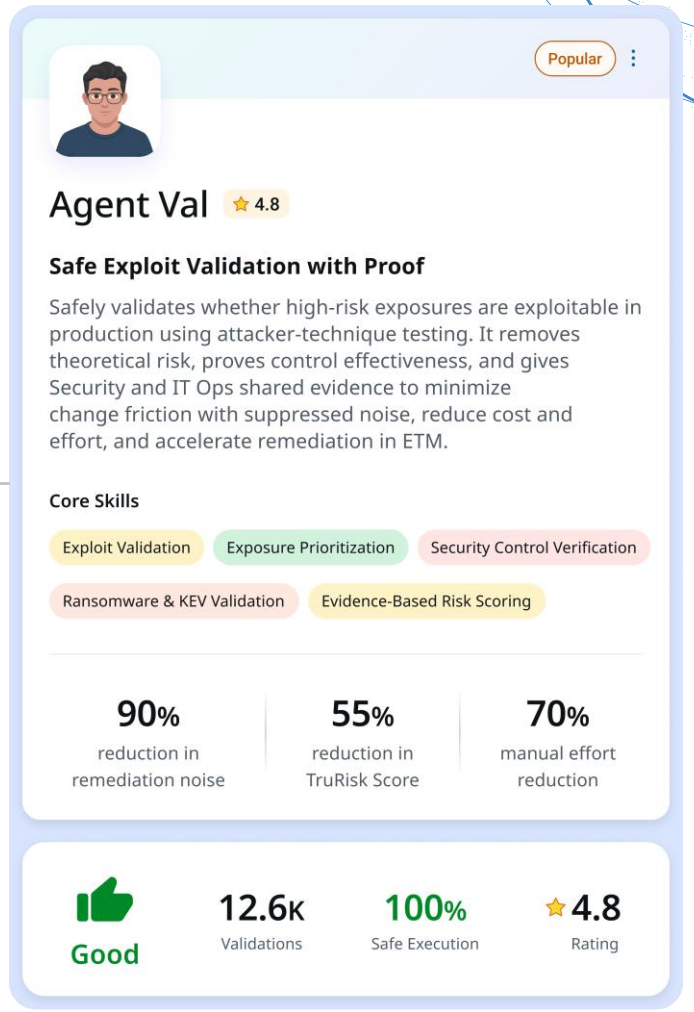
PRIORITIZATION

Autonomous Exploit Validation with Agent Val

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Industry's first agentic AI–driven cyber risk agent for safe exploitability validation, powered by ETM TruConfirm

Continuous validation **based on your environmental and risk context** so exploitable exposures are never left untested.



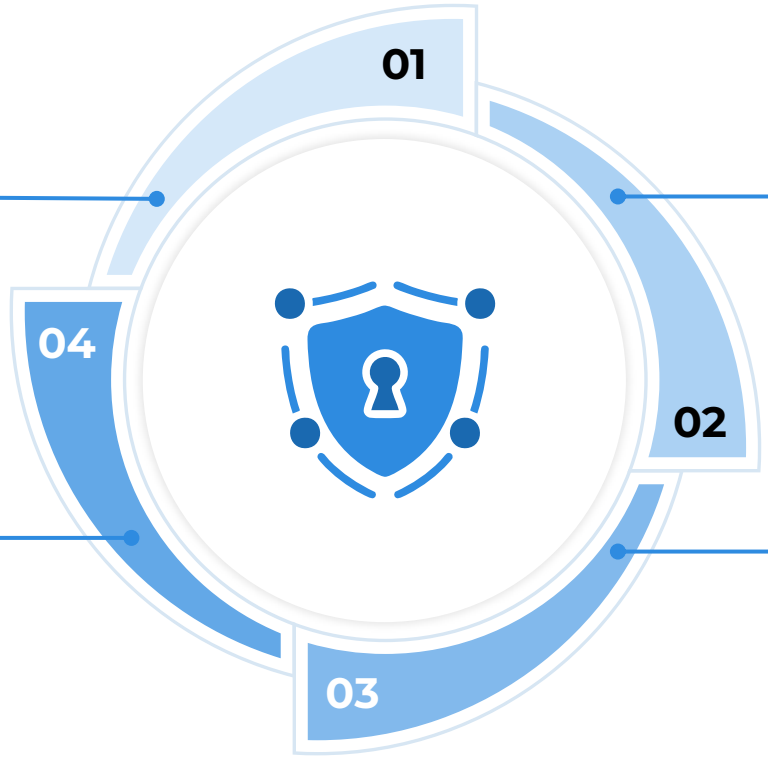
VALIDATION

Agent Val: Fully Autonomous 4 Step Workflow

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Step 1 - Decides **what to validate** next based on threat intel, attacker relevance, business context, and exposure risk

Step 2– Makes decisions on which assets are best suited for automatic validation, executes production-safe validation, distinguishes "**vulnerable" from "exploitable**"



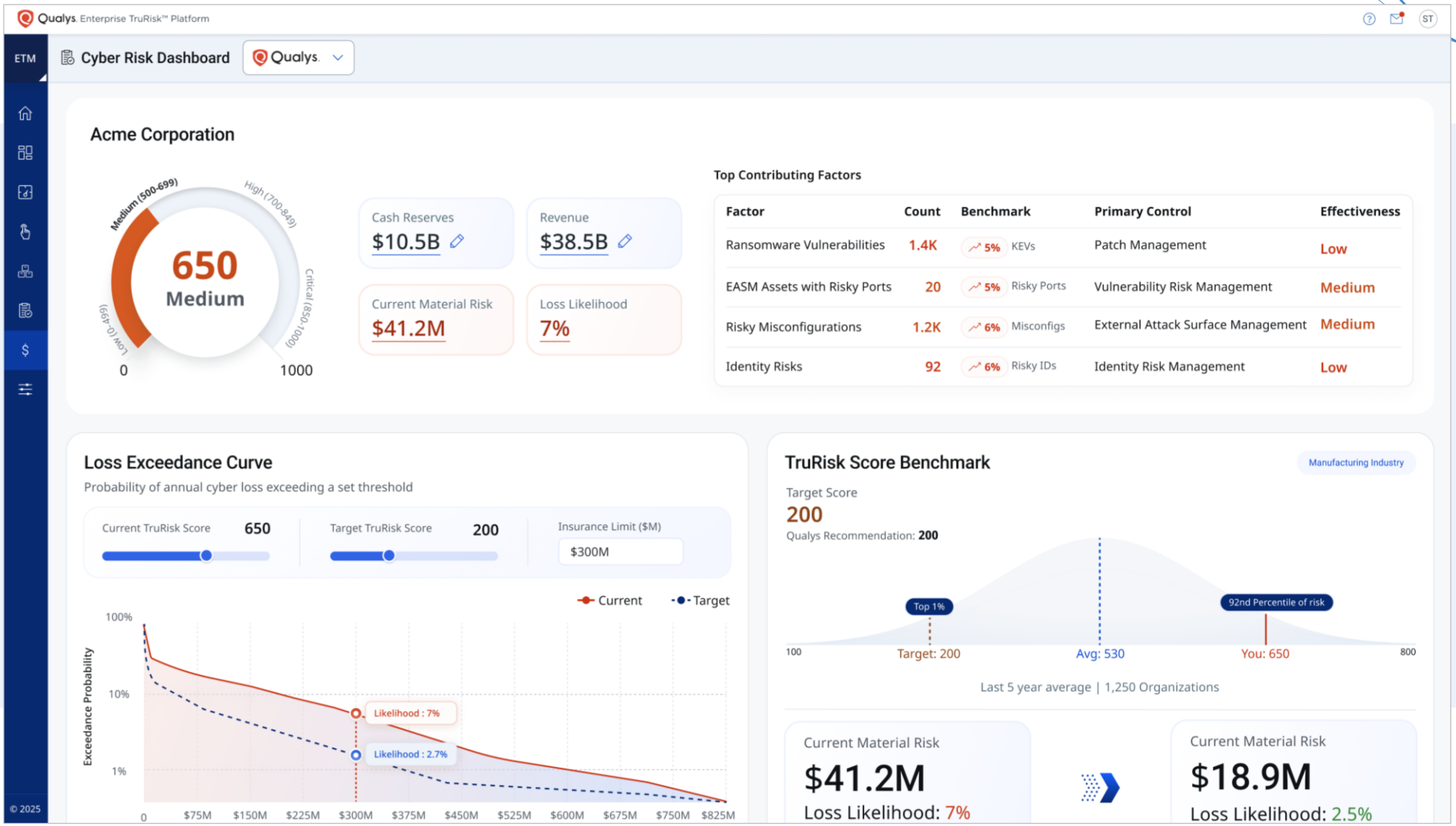
Step 4 – Elimination and revalidation to close out the exposure with no human intervention needed

Step 3 – Amplifies the associated TruRisk™ score, **generates risk-reduction** recommendations tied to specific assets

VALIDATION

Quantify and Communicate Cyber Risk as Business Risk

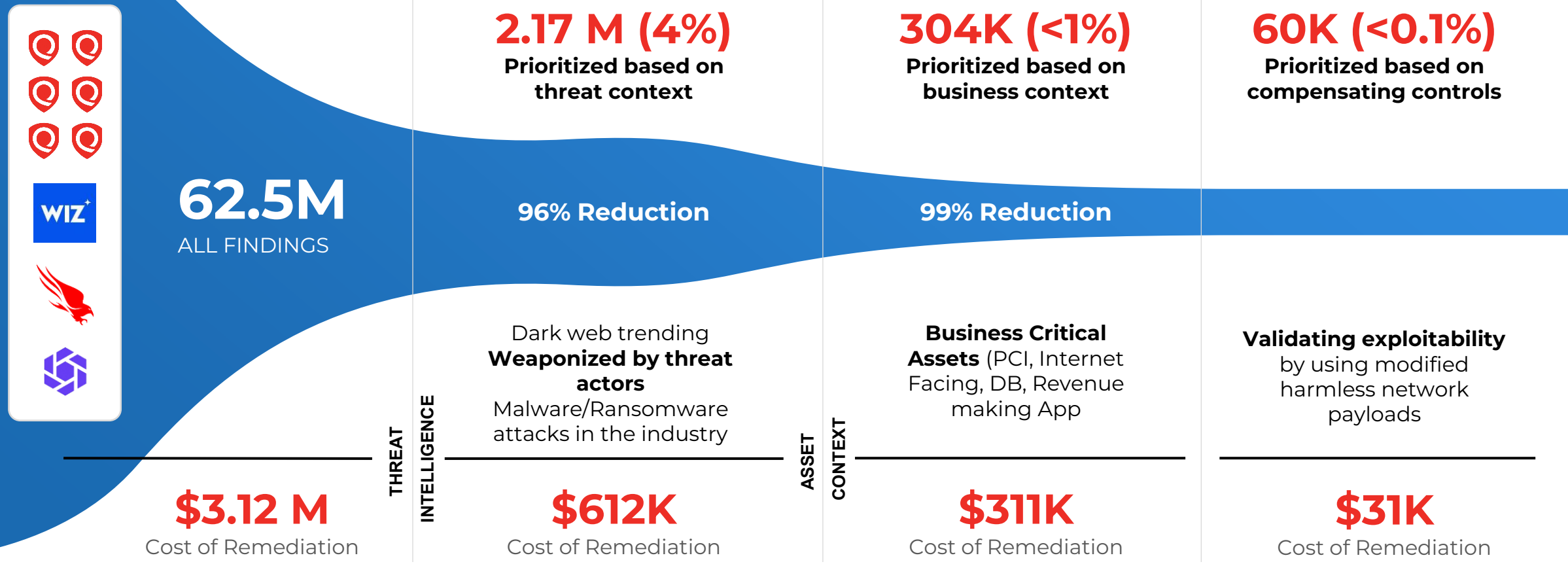
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Prioritizing Risk which Matters, Increasing Efficiency

Understand which Risky exposures are truly exploitable

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Respond Faster. Reduce Risk Sooner.

Accelerate Communication and remediation across teams.

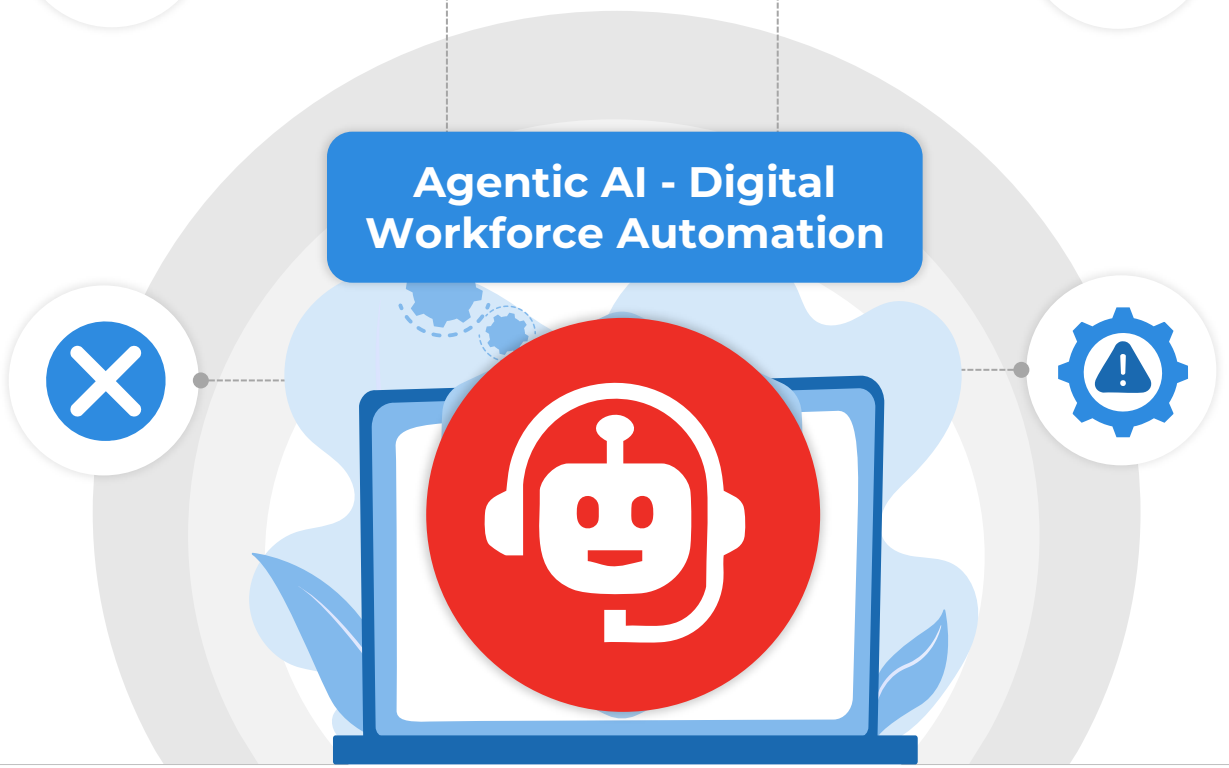
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Align IT and Security

- Enrich IT CMDB
- Reduce MTTD from 30 to 2 days.

Seamless Ticketing ITSM / SIEM

- Complete & enriched scope
- 96% ticket mapping accuracy



TruRisk Eliminate*

- Deploy Patches 70% Faster
- Mitigate, Isolate.
- Uninstall Unauthorized/ EoL/EoS

Risk Acceptance

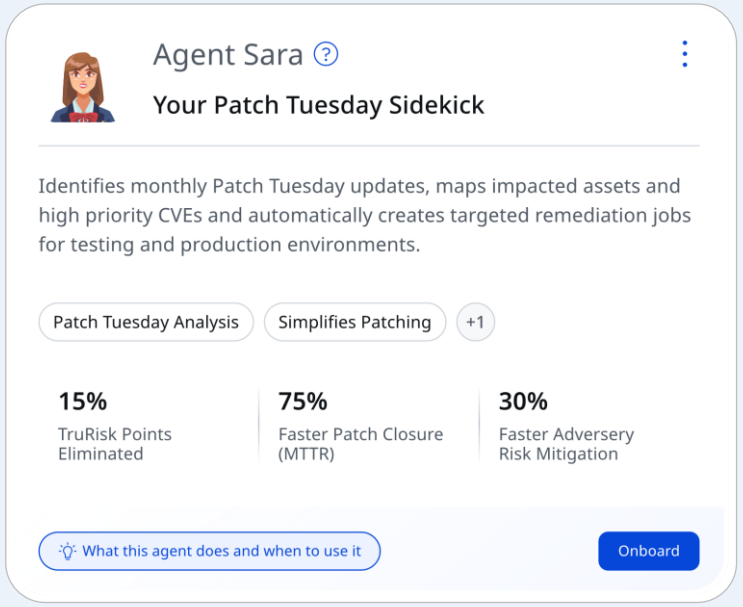
- Rule-based exception management
- Apply Compensatory Control

A **ROC** enables Centralized Risk Orchestration

MOBILIZATION

Autonomous Patch Remediation with Agent Sara

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Key Use Cases:

Identify & prioritize Patch Tuesday CVEs impacting your environment.

Rapid Zero-Day Response – Detect high-risk Patch Tuesday CVEs actively exploited in the wild and prioritize patching.

Actions/ Outcome You Can Achieve with Agentic AI:

- Auto-create prioritized remediation plans
- Launch automated patch deployment jobs
- Track risk reduction velocity and MTTR improvement in real-time.

MOBILIZATION

Upgrade from VMDR to ETM – Get Ready to ROC

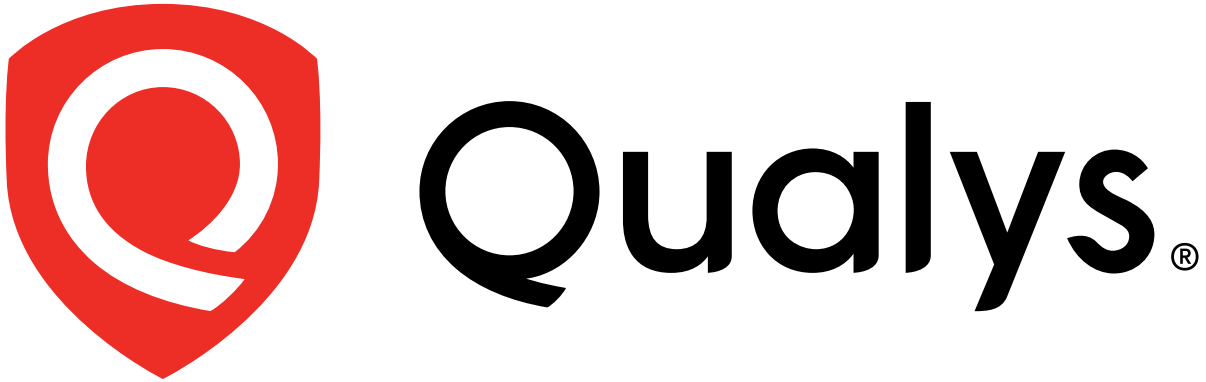
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	VMDR	ETM
Known Attack Surface Visibility	✓	✓
Support for 130k+ CVEs	✓	✓
99.4% CISA KEV Coverage	✓	✓
Threat Intel based prioritization	✓	✓
Built-in Ticketing and Response Capabilities	✓	✓
Unified Asset Inventory **(CSAM)**	✗	✓
Unified risk view from Qualys & 3rd party sensors **(CSAM)**	✗	✓
Asset and **Business Context** Based Prioritization	✗	✓
Impact & mitigations from relevant geographic and industry threats **(TruLens)**	✗	✓
Exploitability validation **(TruConfirm)**	✗	✓
Built-in Cyber Risk Quantification **(CRQ)**	✗	✓
Native Agentic AI capabilities to manage cyber risk workflows **(Agent Marketplace)**	✗	✓
Correlate identity and asset risks for valid attack paths **(ETM Identity)**	✗	✓

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Demo




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