

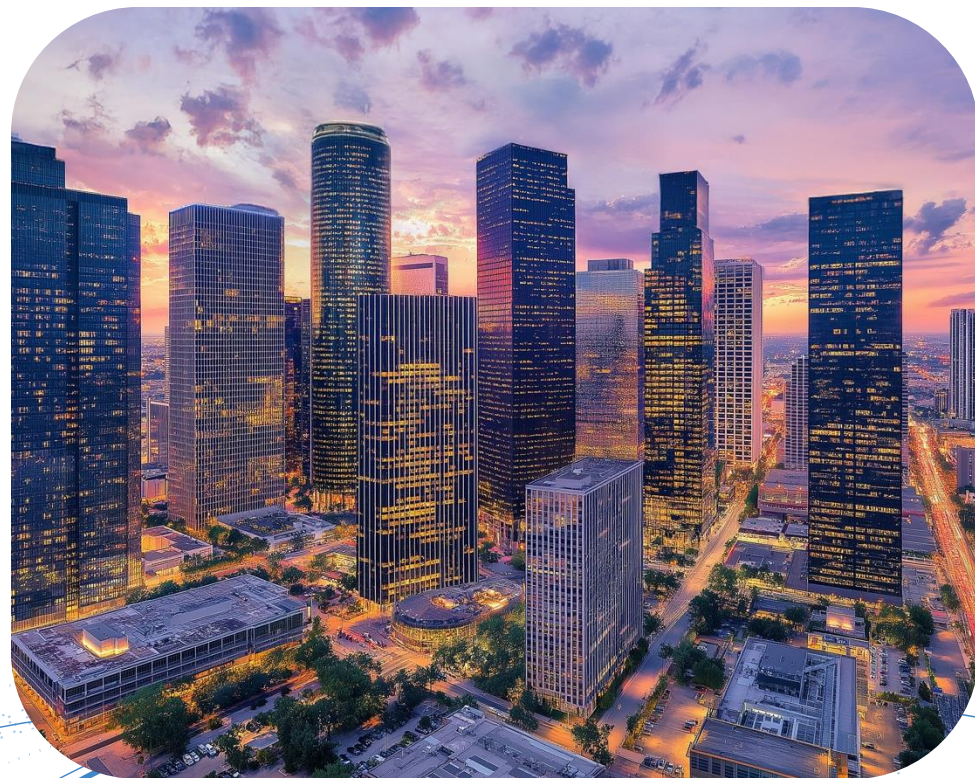
# ROC your VMDR

## Supercharge your Risk Program



**Kunal Modasiya**

Senior VP of Product,  
GTM & Growth



# Agenda

**01**

Foundations of a Risk Operations Center (ROC)

**02**

Why Do I need a ROC?

**03**

Benefits of a ROC

**04**

Know What to Defend. Know Why.

**05**

Prioritize by Risk, Not Noise

**06**

Close The Loop: From Exposure to Effective Response

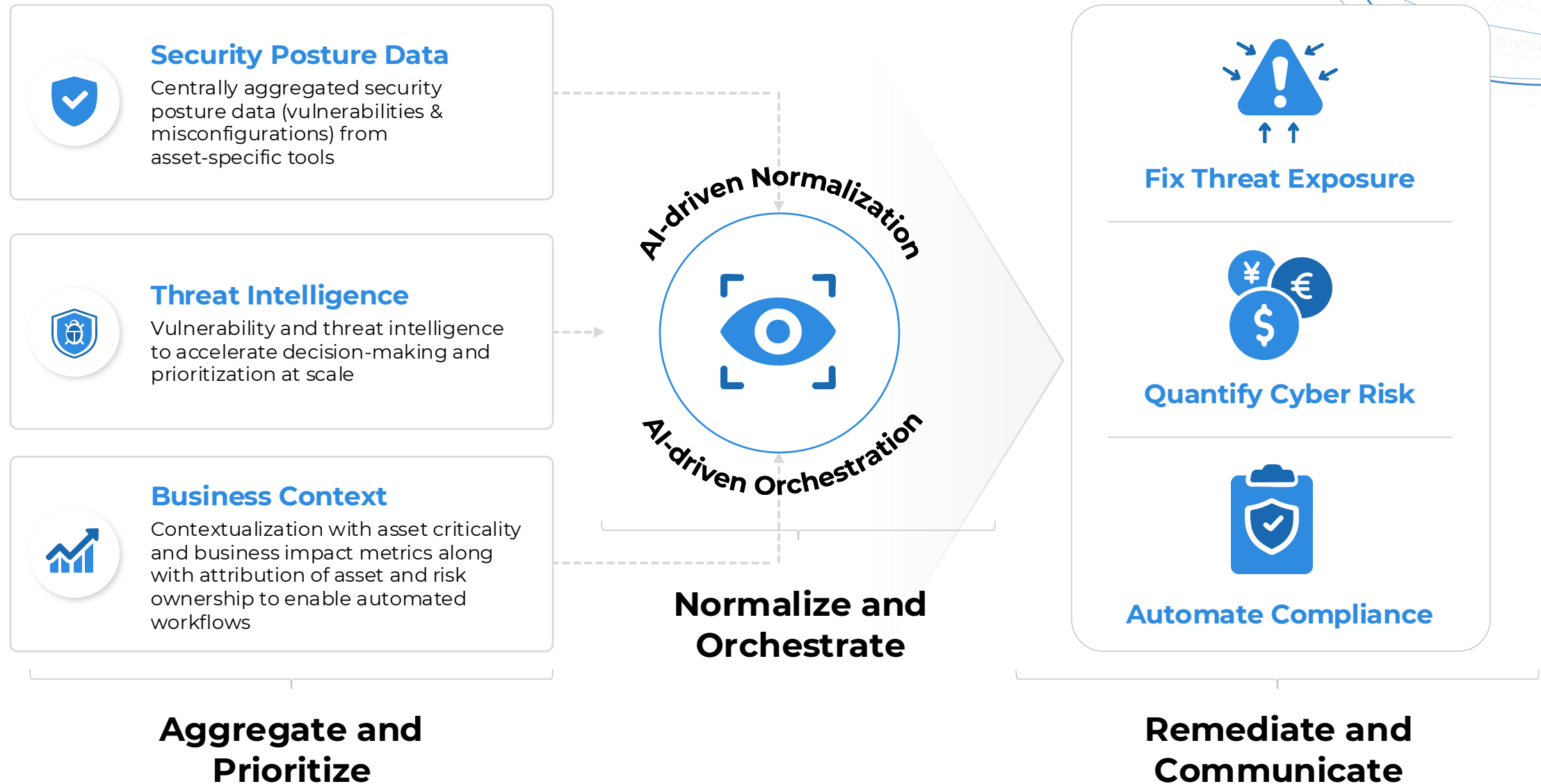
**07**

Qualys ETM

**08**

Customer Presentation

# Foundations of a Risk Operations Center (ROC)



# Why Do I need a Risk Operations Center?



**Fragmented** attack surfaces that produce **conflicting** priorities



**Siloed** tools that create data without a way to correlate them



**Overwhelmed** teams that are constantly **reactive**



**Lack** of unified remediation that leaves exposures open **longer** than necessary

# Qualys Enterprise TruRisk Management (ETM)

World's First Risk Operations Centre in the Cloud

## Measure, Communicate, and Eliminate Risks

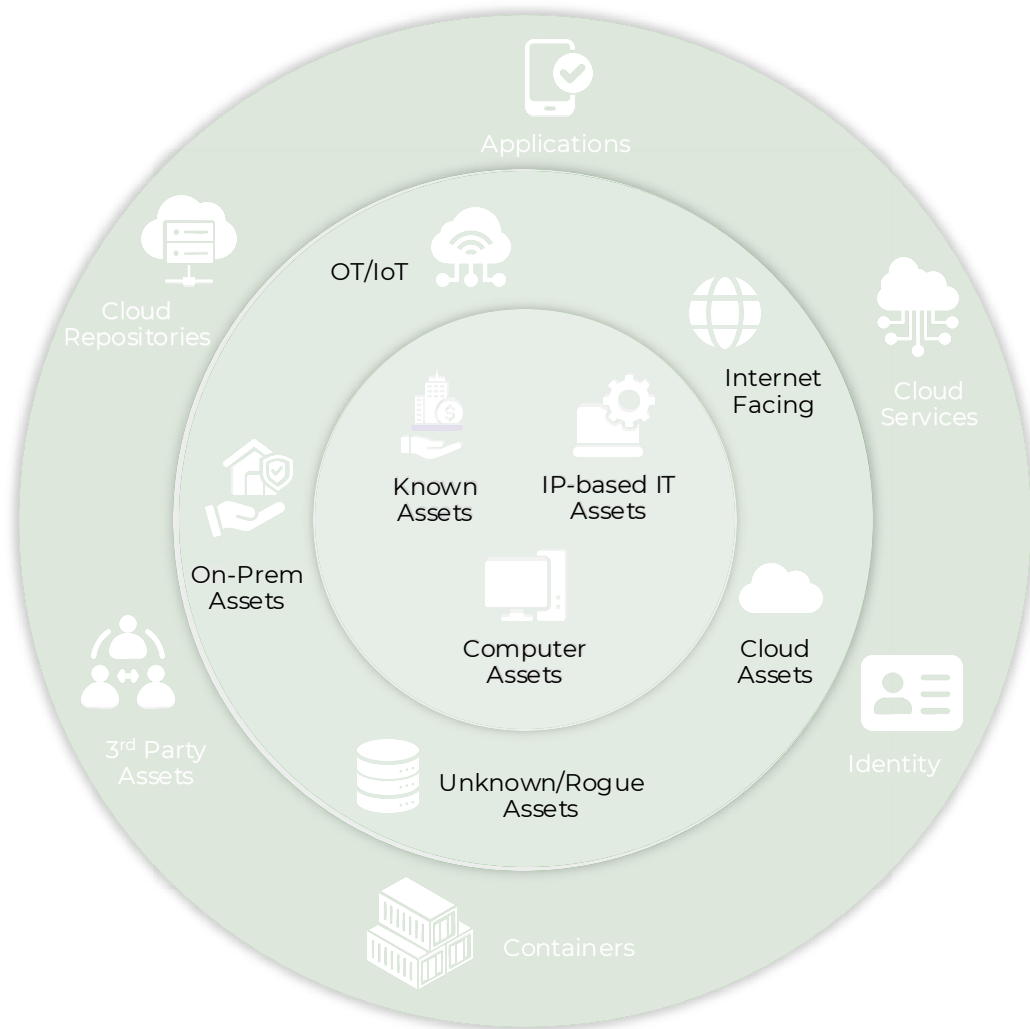
Qualys Enterprise TruRisk Management (ETM) unifies asset management, vulnerability aggregation, risk assessment in one platform, providing real-time, contextual risk insights across entire attack surface.

- ✓ Unified View of Risk Posture
- ✓ Enriched & Prioritized Risk Data
- ✓ Automated Risk Orchestration, powered with Agentic AI



**Know What to  
Defend. Know Why.**

# Complex Attack Surfaces, Simple Truth: You Can't Protect What You Can't See



## Current Attack surface visibility



- Known & Unknown Assets
- Internal & External Assets
- On-premise & Multi-Cloud Assets
- 3<sup>rd</sup> Party, Infrastructure, Code, Identity, Cloud/Container Assets



**Full  
Attack  
Surface  
Visibility**



# Context Is the Core of Exposure Management

Drive Precise Risk Scoring and Informed Security Decisions.

**Asset  
Ownership**

**Business  
App/Service**

**Location**

**Environment  
& Status**

**Financial  
Impact**

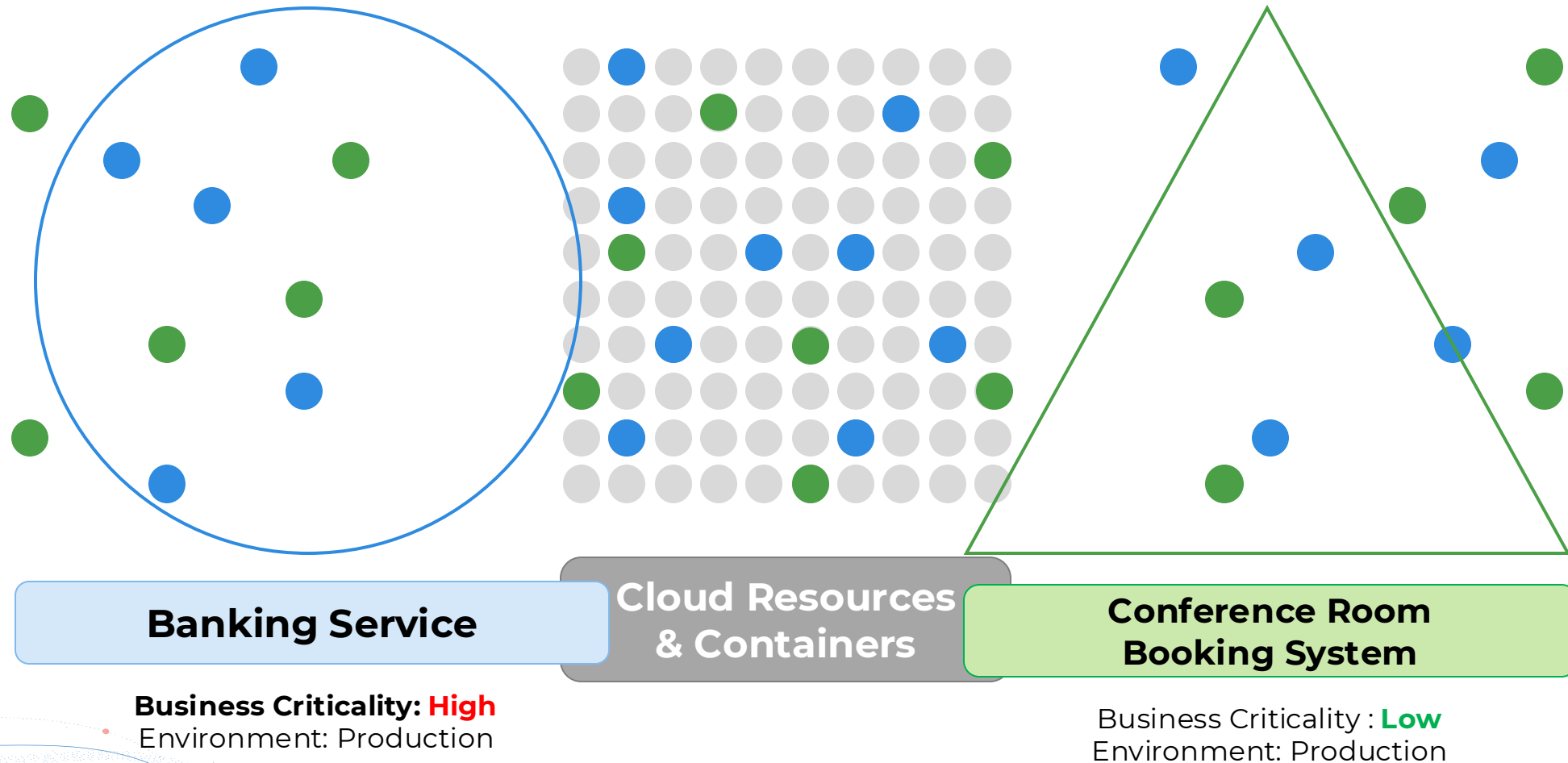
**Custom  
Attributes  
& more**





# Context Is the Core of Exposure Management

Drive Precise Risk Scoring and Informed Security Decisions.



# Prioritize by Risk, Not Noise

# Zero In on Impact: **TruRisk™** Elevates What Matters



TruRisk™  
Score

Total Assets  
**110K**

Total Findings  
**1.5M**

## Top Risk Factors

CISA/NCSC Vulnerabilities  
**143.2K**

Internet Exposed Assets  
**20.4K**

Misconfigurations  
**92.4K**

Incidents  
**19**



# Focus on Exposures That Matter

Driven by TruRisk™ and TruLens®



# Focus on Exposures That Matter

Driven by TruRisk™ and TruLens®



**Vertical-Specific Threats**



**Geo-Specific Threats**



**Company Size**

**TruLens®**





**Firewall**



**EPP/EDR**



**MFA**

**Compensating Controls**

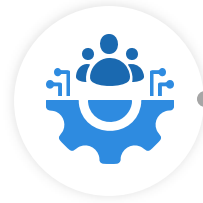
# **Close the Loop:** From Exposure to Effective Response

# Respond Faster. Reduce Risk Sooner.

Accelerate Communication and remediation across teams.

## Align IT and Security

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



## TruRisk Eliminate\*

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



## Agentic AI - Digital Workforce Automation



## Seamless Ticketing ITSM / SIEM

- Complete & enriched scope
- 96% ticket mapping accuracy



## Risk Acceptance

- Rule-based exception management



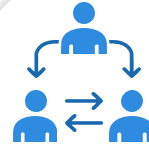
# Start your Risk Operations Center (ROC) Journey with ETM Today



**Cut Through the Noise** with a Unified Risk Language



**Make Informed** risk prioritization & mitigation decisions by aligning business and security risks



**Improve Cross-functional collaboration** to align key decision makers



**Improve Organizational Resilience** Through Proactive Risk Mitigation

# Demo



Qualys®

# HCA Journey with Qualys

ROCon 2025



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# Christy Sluder

Manager, Vulnerability Management, HCA Healthcare

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- 25+ years in hospital & corporate healthcare security
- Led cross-division collaboration at Fortune 100
- Deep expertise in the vulnerability management lifecycle
- Bachelor of Applied Science, Computer Science – WGU
- Advocate for continuous learning & teamwork

## Outside of Work

- Camping, hiking & reading
- Avid board game player (Trivial Pursuit)
- Concertgoer across all music genres



# HCA Healthcare



Founded in 1968; publicly traded healthcare operator



Headquartered in Nashville, TN



Vision built on combining scale, operational discipline, and patient-centered care



Operates ~192 hospitals and ~2,500 ambulatory care sites across the U.S. (and presence in the U.K.)



Service footprint spans acute care hospitals, surgery centers, freestanding ERs, urgent care, and physician clinics



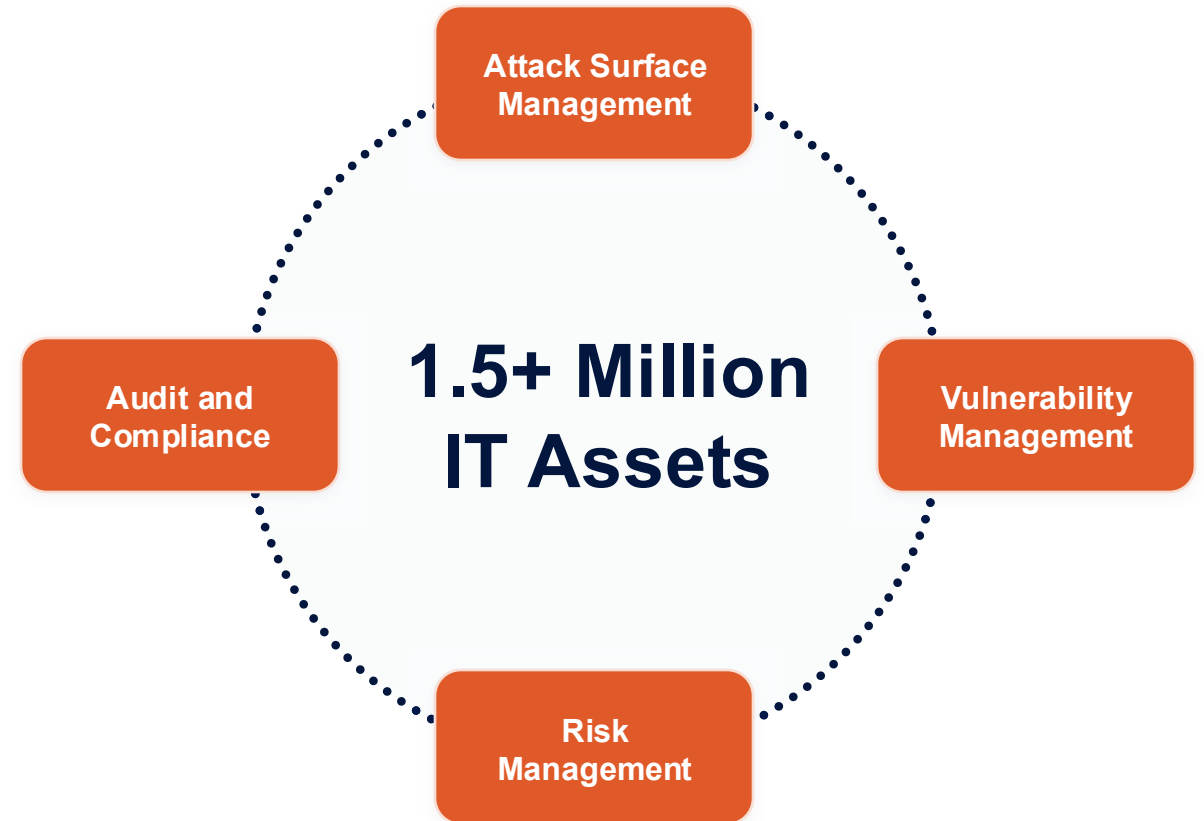
A leading sponsor of graduate medical education – one of the largest in the U.S.



# Driving HCA Rapid Business Growth

## Cyber Security as a Business Enabler

- ✓ IT assets and resources of all types exist in on-prem and multi-cloud environment
- ✓ Integrate business and IT systems/resources
- ✓ Growing number of assets and software providers – extension of corporate network means stringent security standards be met
- ✓ Measure and improve efficiency within our security program – KRIs





# Critical Requirements



**Dynamic visibility** of previously unknown/rogue assets in real-time to stay prepared for audits and regulations



Continuously identify critical **external, internet-facing** exposure to include in cyber program



**Proactive Tech Debt Reduction:** EoL/EoS, unauthorized software, missing agents, etc.



**Automated CMDB sync** to streamline remediation through ticket assignment and SLA enforcement



**Reporting with unified dashboard** including KRIs, vulns with critical risk, and defined risk thresholds to prioritize risk.



Shared platform across IT, Security, Internal Audit, and Risk Management Teams.

# How We Use Qualys

## Continuous Visibility Across the Hybrid Environment

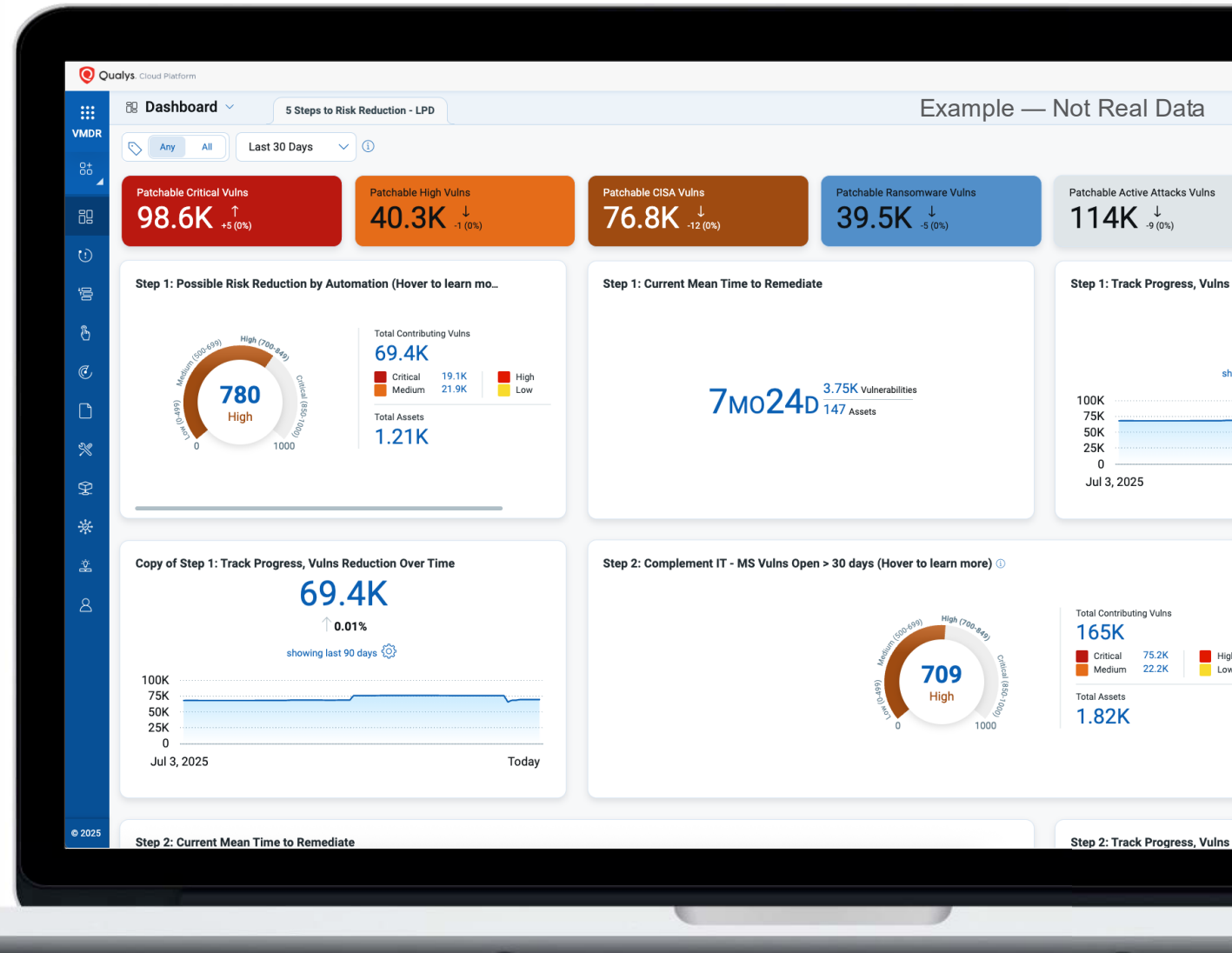
- ✓ Including on-prem and multiple cloud assets, IT, IoT/Medical Devices
- ✓ Cloud agent deployment for complete asset & software visibility, near-real time vuln detection
- ✓ Leveraging EASM to continuously find blind-spots from attacker's point of view.
- ✓ CMDB Integration maps business context (asset criticality, ownership, etc..)



# How We Use Qualys

## Continuous Cyber Risk Assessment Across the Hybrid Environment

- ✓ Proactive reduction of Tech Debt with defined widgets on EOL/EOS due dates – Java, .NET
- ✓ TruRisk: QDS with Known Exploitable Vulns to prioritize patching
- ✓ Automatically identify new vulnerable applications – such as to SharePoint, Log4j/Spring4Shell
- ✓ Detect missing agents and security tools (AV/EDR, MS Defender, etc.)



# How We Use Qualys

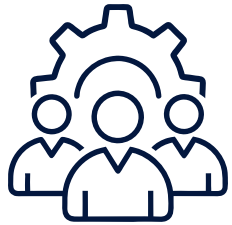
## Business Context with ACS Tagging to drive effective prioritization

- ✓ Tagging Critical Systems
- ✓ Environments (prod, test, dev, UAT) and locations
- ✓ OS types, hardware category (e.g. printer), software types
- ✓ Functional and performance: Making sure assets are getting scanned correctly, patch jobs are created accordingly.



# Business Outcomes for HCA

Measure, Communicate and Eliminate the Risk



## MTTD: 24Hrs

Security team resource  
**time savings**  
with automated asset  
discovery and  
management.



## Instantly comply

**Meet SLA**  
**expectations and**  
**compliance requirements**  
for inventory, EoL/EoS,  
unauthorized software,  
and more.



## Accelerate Risk Prioritization & Reduction

Reduce Average  
Reopen Vuln: **7 to 3**  
  
Problem Efforts:  
Several **weeks to days**



## MTTR: Close tickets faster

**33% reduction**  
in last year

# What's Next?

Building on a Proven Partnership



Improved authenticated scans for detailed assessment of networking infrastructure



Leveraging additional connectors to bring in other types of Assets  
- e.g. IoT assessment with Ordr.



Automated Ticketing with ServiceNow Integration




Policies for unauthorized software that elevates risk  
– e.g. File sharing (Samba), Packet Inspection (Sniffer).


# Thank You!

## Let's connect!



A circular portrait of Christy Sluder, a woman with brown hair, wearing a blue top.

**Christy Sluder**  
Manager, Enterprise Vulnerability  
Management at HCA Healthcare

A square QR code that, when scanned, likely leads to Christy Sluder's LinkedIn profile.