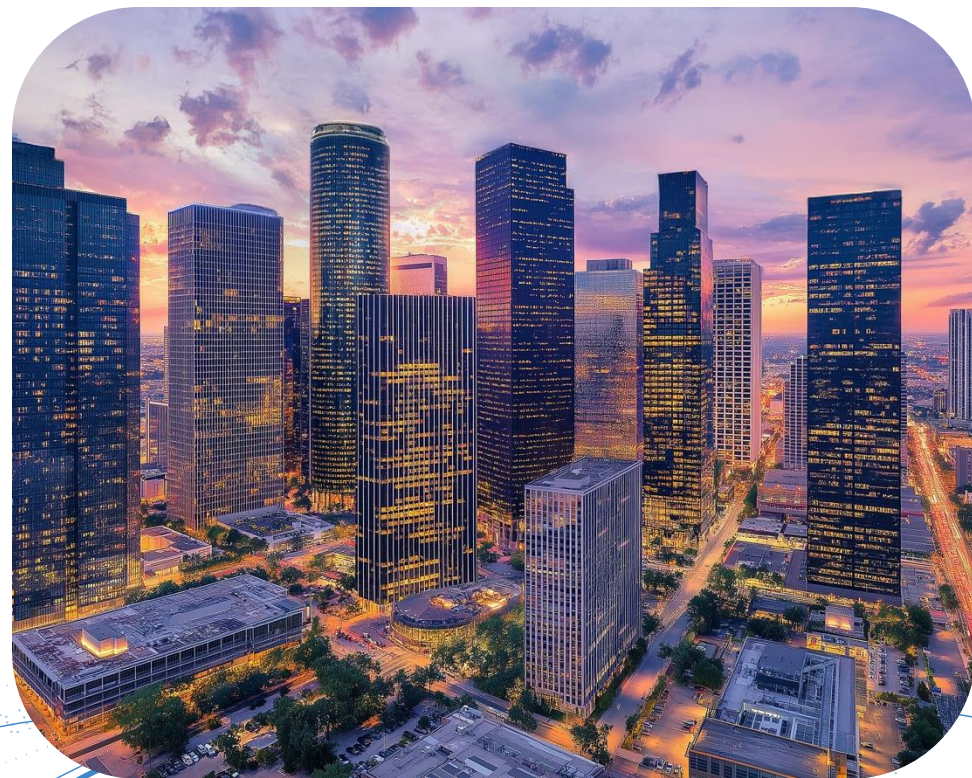


Effective Risk Reduction with Patch and Patchless Strategies





Lavish Jhamb

Manager, Product Management -
TruRisk Eliminate, Qualys



Tom Scheffler

Security Manager,
Cintas



Eran Livne

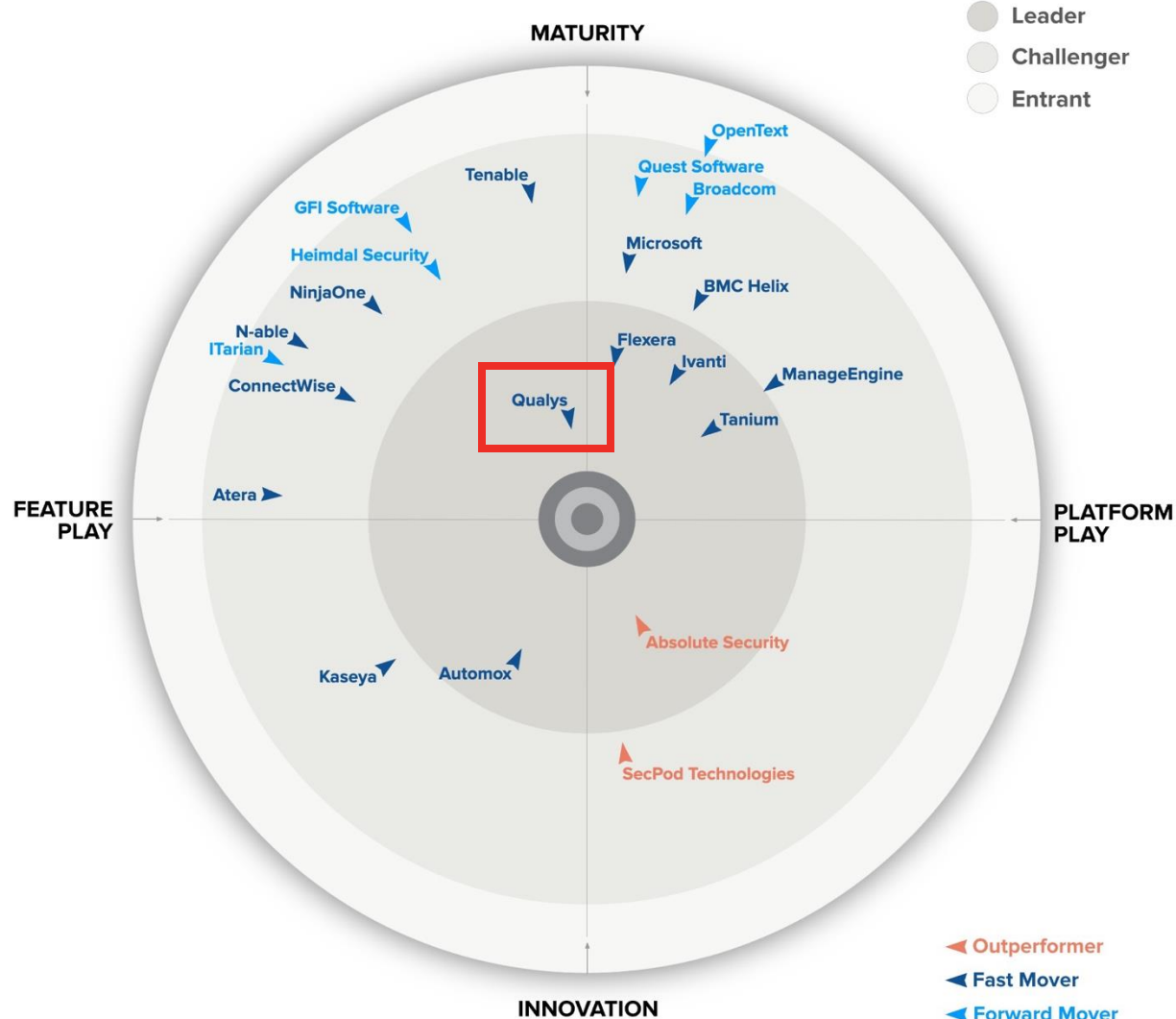
Sr. Director, Product Management -
TruRisk Eliminate, Qualys



140M
**Patches
Deployed in the
Past Year**

Myths about Qualys Patch Management

- Only Automation
- Only for Security Teams
- Not used by large Enterprises
- Rings, Test Groups, Validation Etc.
- Rollbacks
- Integration with IT workflows – ServiceNow, SCCM, Eliminate Cockpit etc.



Qualys TruRisk Eliminate Ranks
as a Top Leader in the
**GigaOm Radar for Patch
Management Solutions 2025**

TruRisk Eliminate

Fix

- Fix vulns that do not have a patch

Mitigate

- Leverage Qualys TRU's provides mitigations to address vulns that cannot be patched/ fixed due to operational risk.
- Mitigated vulns are flagged in VM reports

Customize to your Needs

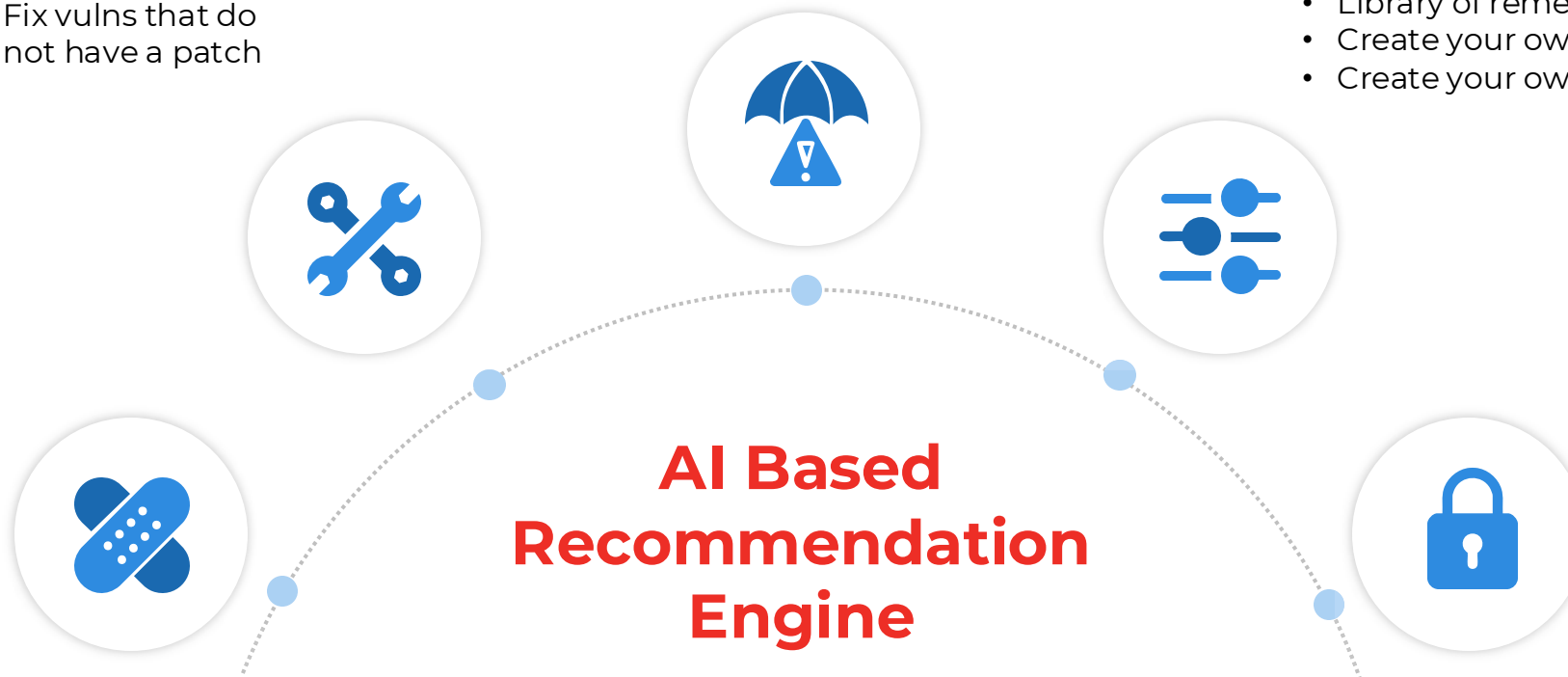
- Library of remediation scripts
- Create your own remediations
- Create your own mitigations

Patch

- Patch Windows, Mac, Linux OS and 3rd party apps
- Automation with Zero-Touch

Isolate

- As last resort
- Isolate devices to ensure vulns cannot be exploited
- Vulns on those assets are flagged in VM reports
- Allow trusted apps to communicate



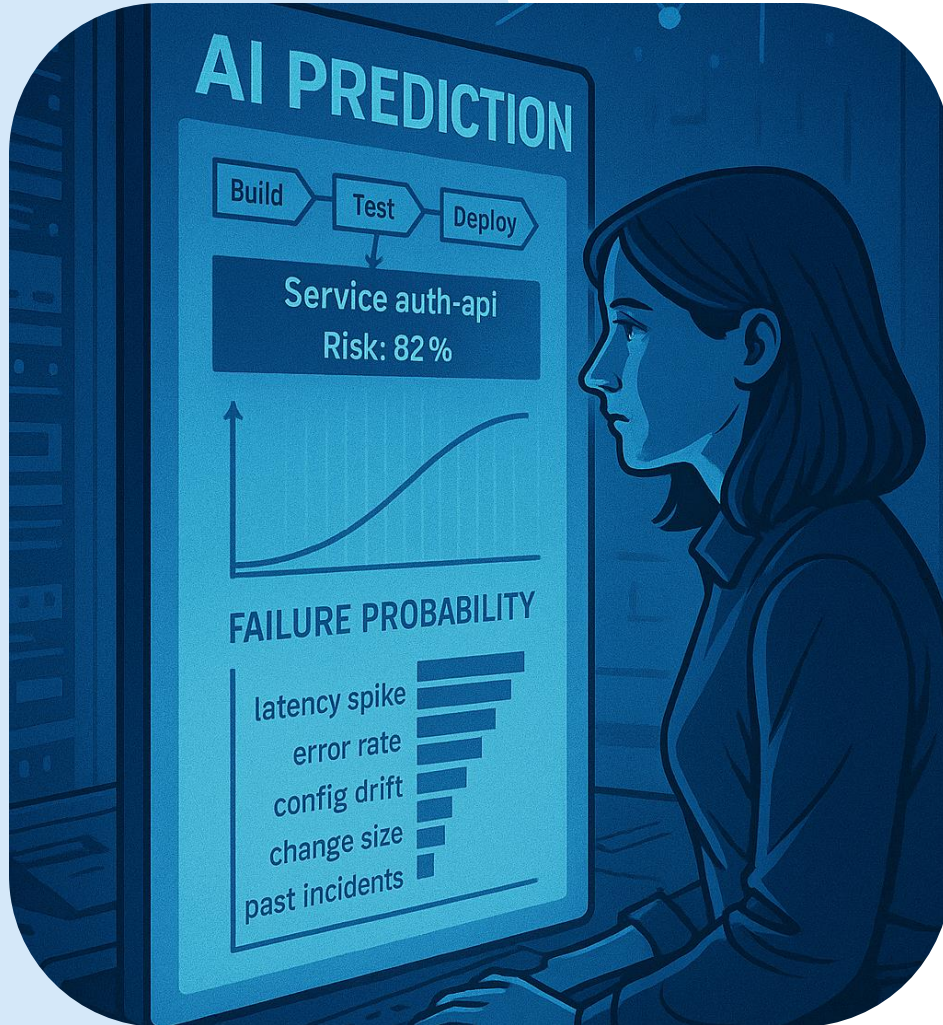
Map vulns to remediation & mitigation actions

The future of vulns remediation

- AI Based Predictions and Suggestions Engine
- Integrate with your current tools for more remediation recommendations

You have 50 vulns to address
**40 vulns will be fixed by
automation in 3 days**

You have 50 vulns to address
**10 may break the application if
deployed**
**The 10 can be mitigated using
Qualys tech or your IPS**



- Out of 3.8K Windows patches, 337 had bad reliability!
- **DEMO TIME!**

Tom Scheffler

- Security Operations Manager, Cintas Corporation
- 16 years of IT operations experience with focus on cybersecurity and system integration
- Qualys Certified, Member of the National Technical Honors Society



Cintas (Nasdaq – CTAS)


Cintas Corporation is an American corporation headquartered in Mason, Ohio which provides a range of products and services to businesses



**48K
Employees**




**Over 15,000
Smart Trucks**




**Over \$10 B
in annual
revenue**



**Approximately
48,000 partners**



**Over 500
Locations**



**More than \$1.5b
in Revenue**



Cintas

How to Remediate Across a Large and Complex Environment

- On-premises and cloud assets—including the IT platforms supporting the organization's enterprise applications
- Hybrid cloud infrastructure, including 1,200+ servers
- 28,000 end-user devices
- Distributed workforce, including over 15,000 smart trucks on the road
- Remediating high and critical vulnerabilities took more than a month, increasing risk exposure
- Teams inundated with daily patching tasks, making it difficult to prioritize emerging threats such as zero-day exploits
- Separate point solutions for cloud and on-premises assets prevented Cintas from adopting a unified approach to vulnerability management

Automation is Key



Automation to replace the manual re-occurring patch deployments



Zero Touch Approach to Free IT Time to focus on critical and zero days



Focus on Vulns prioritization and taking actions based on prioritized real risk





**Cuts Overall
Risk by 63%**



MTTR Cut From 2
months to 7 days –
87% Reduction

**Cuts Overall
Risk by 63%**

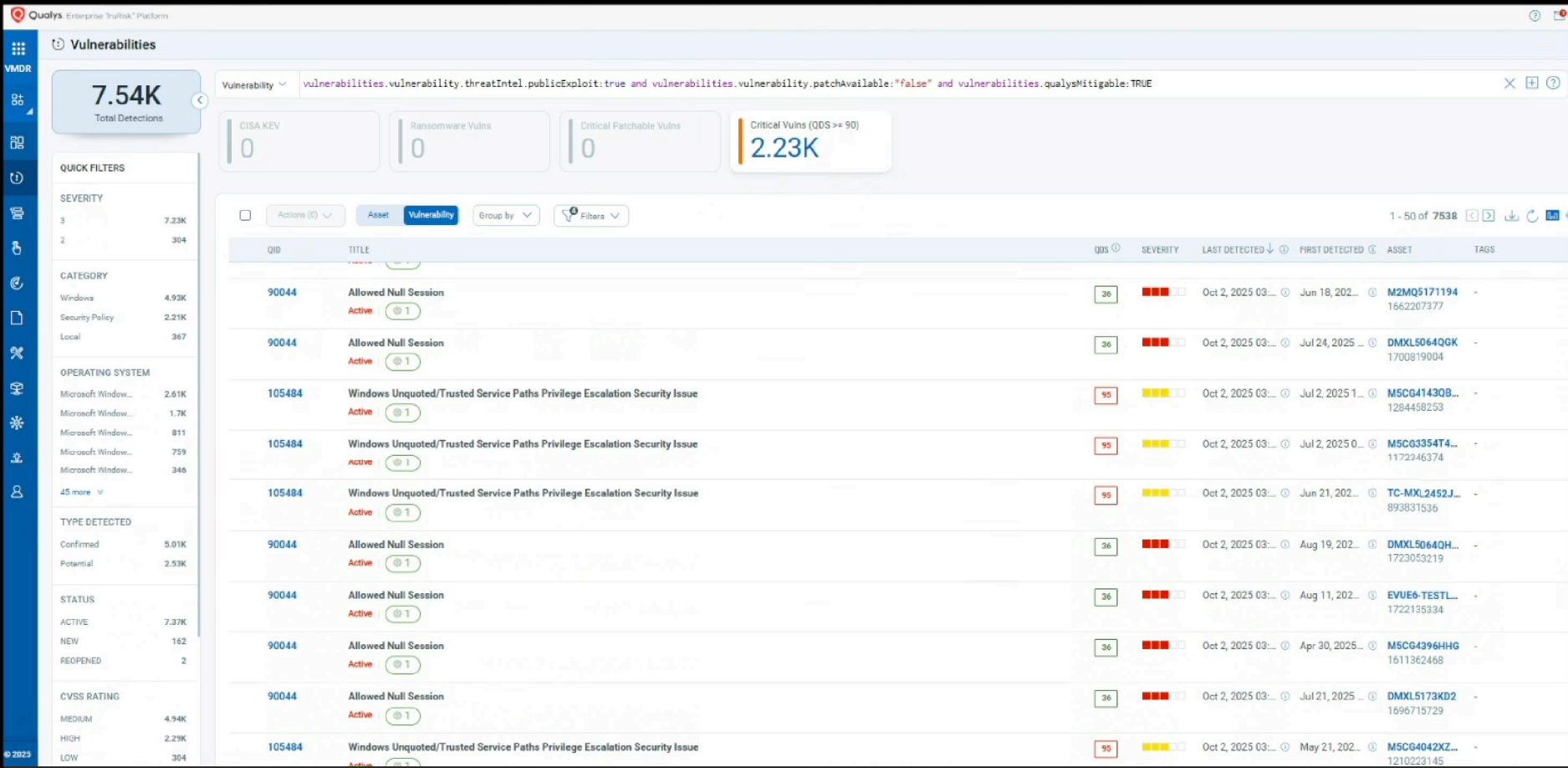


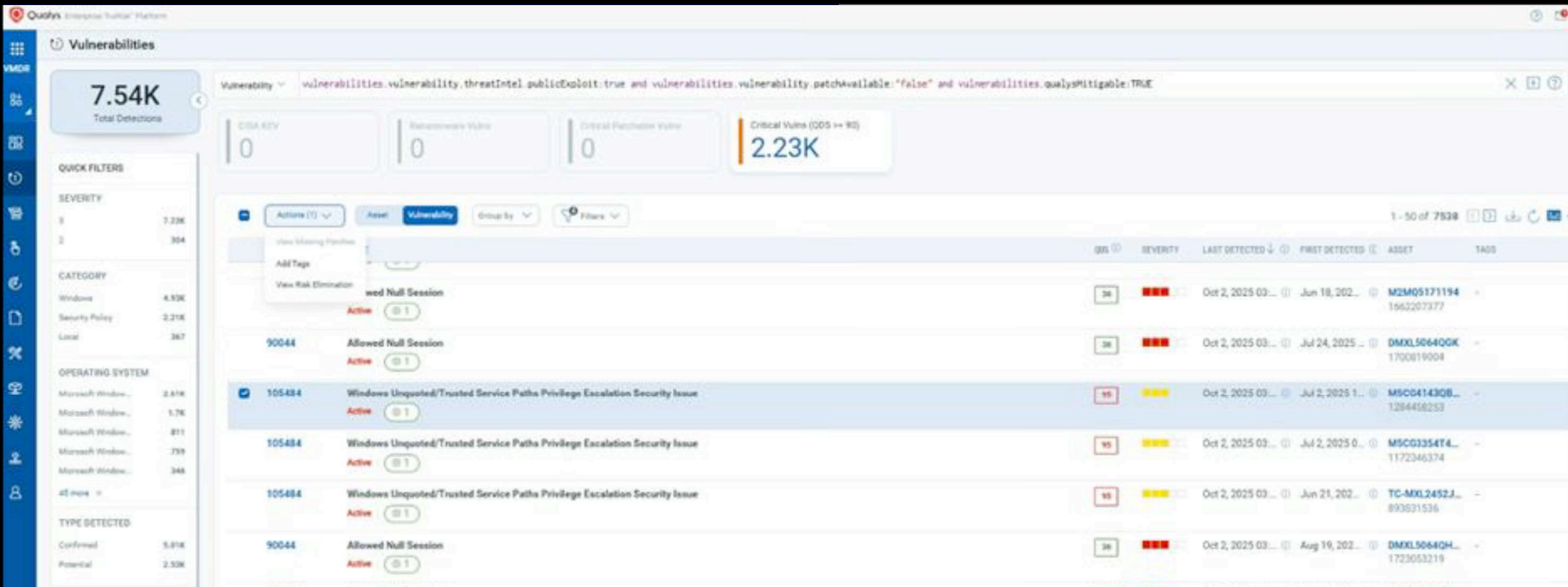
Critical and Zero Days
Remediated in
less than 24 hours

**Faster Respond
to Critical Risk**



What's Next





Qualys Enterprise TruRisk Platform

Eliminations

EliminationsViews

Selected Vulnerabilities
1

Selected Assets
1

Available Eliminations
1

Actions (0)

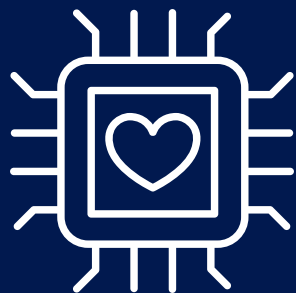
Save View

QID	QOS	ASSETS	REMEDiations	MITIGATIONS
Windows Unquoted/Trusted Service Paths Privilege Escalation Security Issue 105484	95	M5CG4143QB9... Microsoft Windo...	Remediation not available Vulnerability can't be patched wit...	Add quotes to unquoted... Fix

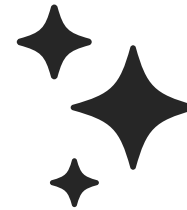
Results

- 8,480 vulns without a patch fixed
- 40K detections without a patch that we will be using fixes to remediate





Thank You!



ROCon 25

The Risk Operations Conference

AMERICAS