

Questioning Qualys?

10 reasons why Rapid7 is worth the switch

1 Risk-Based Prioritization

Rapid7 InsightVM, our leading vulnerability risk management (VRM) solution, assesses and prioritizes risk based on potential impact to your unique organization and what attackers are actively doing in the wild. The 1 to 1,000 Real Risk score accounts for the business criticality of an asset and factors in CVSS, malware and exploit exposure (via Metasploit and Exploit DB), exploitability, and vulnerability age.

Qualys' 1 to 5 approach to risk prioritization does not factor in an asset's criticality to your environment, leading many customers to struggle with where to start amongst all of their "critical" vulnerabilities—sound familiar?

2 Research at the Core

Security research is core to Rapid7—both as a vendor and as a member of the security community. Rapid7 is a CVE Naming Authority (CNA) with MITRE and invests in open data research projects for all. We augment third party research with our own learnings of the attacker mindset to equip InsightVM customers with features like Attack Surface Monitoring with Project Sonar and Integrated Threat Feeds informed by the Project Heisenberg honeypot network.

Qualys is not a CNA, and relies predominantly on third party sources for threat intelligence; in other words, its solutions aren't fortified with robust in-house research data.

3 Simple Pricing

No nickel-and-diming here. InsightVM is priced based on the number of assets in your environment, and offers full functionality with perks like container scanning, threat feeds, flexible dashboards, compliance scanning, and policy assessment included at no additional cost. In The Total Economic Impact™ Of Rapid7 InsightVM, Forrester found that customers who switched from other VRM vendors saw a 342% return on investment over three years.

Qualys' modular approach requires an additional cost for every additional functionality you need from the product, making it costly to take a holistic approach to your VRM program.

4 Best-of-Breed Across the Board

Adapting to the evolving threat landscape requires solutions to work together. Rapid7's Insight cloud offers a simple, unified way to do exactly that. InsightVM and InsightIDR have a shared agent so our customers get a holistic view of assets and the users behind them. To extend risk protection to the application layer, customers can remediate with InsightAppSec, our leading dynamic application security testing (DAST) solution.

Qualys' VMDR offering may be a start towards consolidation, but it's not backed by tried-and-tested solutions that lead their respective markets. Plus, this "all-in-one" approach still requires customers to purchase add-on modules for container scanning, cloud assessment, integration with ServiceNow, and more. (Spoiler alert: These features come at no additional cost with InsightVM).

5 Ease of Experience

As a security professional, you probably don't have much free time to dig through fragmented UIs just to get the information you need. Forrester's Total Economic Impact™ study found InsightVM helped customers realize a 33% reduction in investigation efforts. This is made possible through features like Live Dashboards, which offer flexible and dynamic views of your VRM operations.

Qualys' modular approach makes it harder for users to keep tabs on all of the moving parts in their VRM program, and lacks the centralization you need to understand your risk posture at a glance.

6 Influence Over the Remediation Process

InsightVM is designed to facilitate the remediation process by identifying individual steps that will reduce the most risk globally, and integrate into technical teams' existing workflows. Forrester's Total Economic Impact™ study found that customers who switch to InsightVM from other VRM tools experience a 60% reduction in patching efforts.

Once again, Qualys requires additional modules (and therefore extra costs) for functionality that comes out of the box with InsightVM, such as integration with ticketing systems for patching.

7 Measurable Progress

InsightVM enables you to make measurable progress and effectively communicate that progress to executive stakeholders. With Goals and SLAs, you can track your efforts against key metrics and KPIs that help demonstrate your team's value to the security of your organization. The results from Goals and SLAs can then be presented in a number of pre-built and customizable reports, or visualized via Live Dashboards. InsightVM is the only VRM vendor with this capability.

8 Efficiency Through Automation

In addition to Remediation Projects, InsightVM also integrates with patch management tools to expedite the most tedious parts of your remediation process. Automation-Assisted Patching lets you take this one step further by automatically applying patches in a matter of minutes.

Qualys requires the additional purchase of a Patch Management module, and its agent only supports Windows patches.

9 API and Extensibility

InsightVM is designed to maximize impact with the other parts of your security stack—our partner ecosystem includes 60+ technology integrations for InsightVM alone. InsightVM also features an open, RESTful API that allows you to automate and unify virtually any aspects of your VRM process, helping it achieve the highest possible scores for its Extensibility and Partner Ecosystem in The Forrester Wave™.

Qualys' offering lacks integrations with crucial internal network services like Active Directory and DHCP, limiting customers' visibility into their attack surfaces.

10 Granular RBAC

InsightVM offers granular, easy-to-set-up role based access control (RBAC) for different types of users across your IT and security teams—in addition to pre-built roles, you can create custom ones with varying permissions related to sites, asset groups, ticketing, reporting, and more.

Qualys' RBAC capabilities have been dinged as inflexible, causing potential security risks especially in enterprise environments with large volumes of users.

“With vulnerabilities, it all comes down to risk. CVSS scores were a problem because they’re static. The InsightVM Real Risk scoring really has allowed me to prioritize for what matters to our specific business.”

Information
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