

Converged Continuous Compliance™

Improving workforce efficiency, effectiveness,
engagement, and retention.

September 12, 2022

Presented by:

Igor Volovich, VP Compliance Strategy, Qmulos

Proprietary & Confidential

splum

qmulos

Qmulos Company Overview



Company

- Founded 2012 by DHS Exec responsible for .GOV Cybersecurity Automation (CDM)
- Decades of proven IT compliance and cyber experience
- Veteran-led, TS facility clearance, 95% cleared staff, located in NoVa
- Reseller, PS, & ISV Splunk Partner

Products

- **Q-Compliance**
 - NIST & Custom Controls
 - Various Frameworks
- **Q-Audit**
 - ICS 500-27
 - Insider Threat
- Built as Premium Apps for the Splunk Platform
- Enables massive scale while automating security and compliance activities

Customers

- Includes small, medium, and large organizations
- Fortune 1000, Federal Civilian, DoD, & Intel Community customers
- **Focused on compliance automation to deliver operational security**





1750 B.C.E.

Code of Hammurabi

Why is Compliance Hard - Problems we're solving

Control volume

- Hundreds of controls to implement, monitor, and manage across thousands of assets.

Control complexity

- While there are three different types of controls (Management, Operational, and Technical), Technical controls are implemented with numerous different products which produce large amounts of **technical evidence**.

Control validation

- Technical evidence must be collected to facilitate control assessments to ensure controls are in place and effective – this is critical to pass **audits!!**

Manual overhead

- Done manually, compliance management workflows require hundreds if not thousands of hours across various roles throughout the organization, impacting core mission performance and overall readiness.

Validation frequency

- Manual data calls have to be done repeatedly, typically live in static spreadsheets, and provide limited **security value**

Costs

- Legacy GRC tools cost run high, take years to implement, and even longer to recognize credible ROI

Common Compliance Challenges

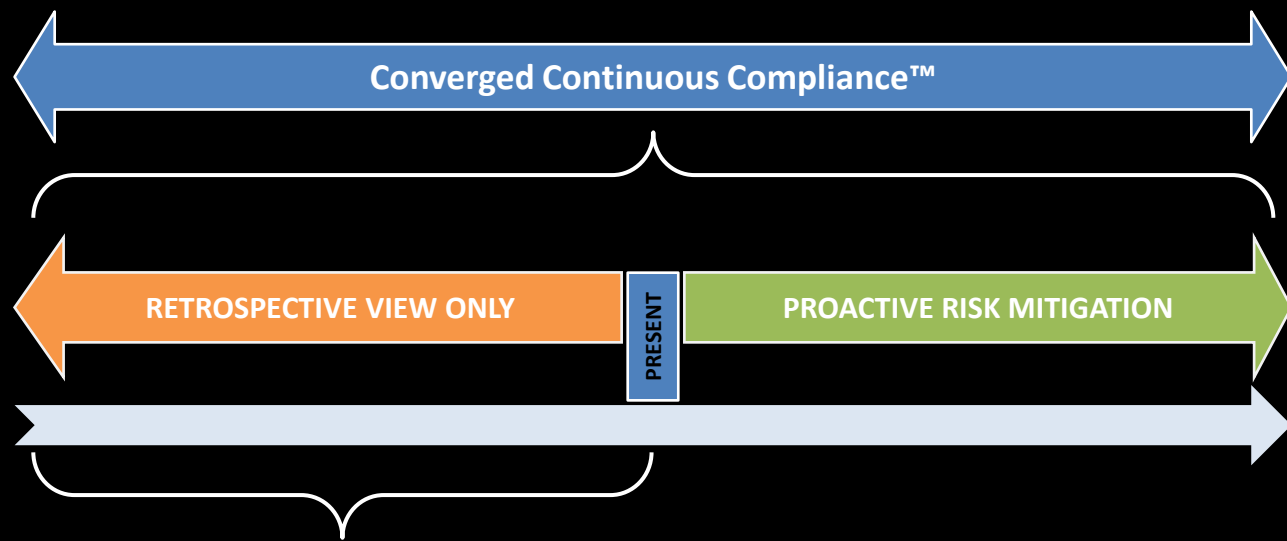
Complex system taxonomy, diverse data sources, numerous logging controls



Anti-Virus	Authentication & Authorization	Application logging	Cloud Service Providers	Container logging
Data exfiltration	DLP	Database logging	Email logging	IDM
Privileged IDM	UBM	EDR	Application Logs	Containers
Data Exfiltration	System Configuration	Performance Management	Mainframes	Vulnerability Management
Network Infrastructure	Network Traffic Monitoring	Mobile (MDM)	Virtual Infrastructure	Mobile Server Infrastructure

Backup Qmulos | eval Compliance_Solution = "Q-Compliance"
 eds_CUI_Security_Requirements == "True", "Q-Compliance"
 network == "True", "Q-Compliance", if(Client_Need_Comp
 e Internal_Assessment as "Assessment made easy"
 easy with Q-Compliance capabilities allowing
 Continuous Monitoring Data

Evolving Beyond Limited Retrospective Visibility



LEGACY COMPLIANCE

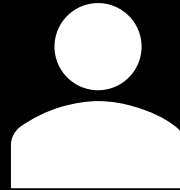
& GRC

"rearview mirror
risk management"

The Training Dilemma

What if we train
them and they
leave?

What if we don't
and they **stay**?



What about a better option?

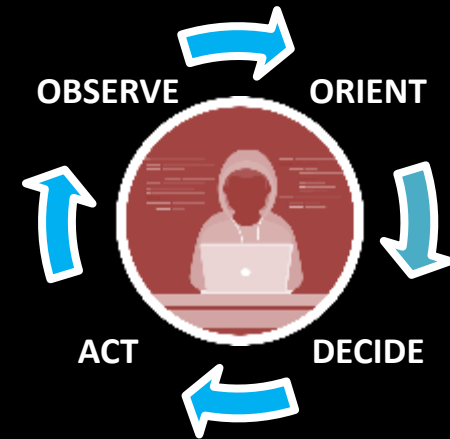
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eds_CUI_Security_Requirement
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easy with Q-Compliance capabilities allowing easy integration with existing security tools
Continuous Monitoring Dashboard

Evolution of Compliance

- Why do enterprises treat security and compliance as separate functions?



- Static compliance is dead
- Dynamic, real-time compliance is a must



CYBERSECURITY
& INFRASTRUCTURE
SECURITY AGENCY



“We face threats at machine speed and adversaries unbounded by bureaucracy; we must move with creativity and agility at the speed of ideas to stay ahead of threats to our nation and our way of life, and be grounded in the strength of our resilience.”

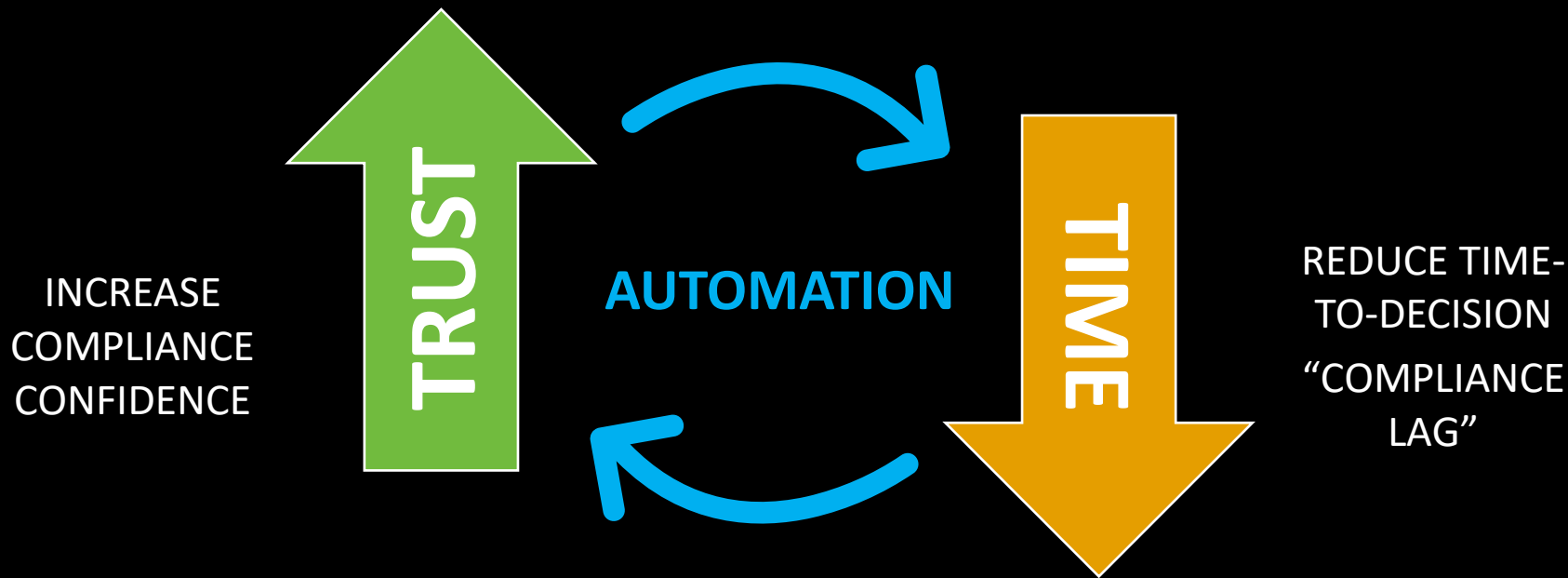
Converged Continuous Compliance™ Vision

Converged Continuous Compliance™ is a comprehensive vision, strategy, and roadmap for transforming enterprise risk, security, and compliance management practices to enable modern, automated, integrated, data-driven, and mission-aligned holistic risk management.



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How Qmulos Helps



CONVERGED CONTINUOUS COMPLIANCE™

Backup Qmulos | eval Compliance
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 Continuous Monitoring Dashboard
 Proprietary & Confidential

Converged Compliance = Security + Compliance

Dynamic Collection

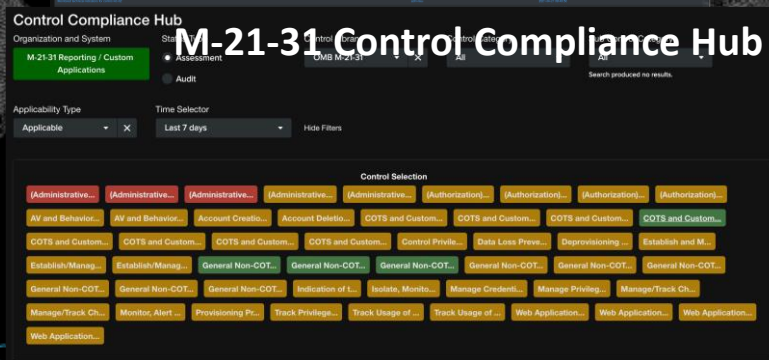
Ongoing Assessment
Ongoing Authorization
Continuous Monitoring



...and many more...



Control Compliance Hub



M-21-31 Control Compliance Hub



RMF Overview
Organization and System

NIST RMF

NIST CSF Scorecard

High Value Asset Reporting

Zero Trust

FedRAMP Scorecard

...and many more...

System and Control Specific Evidence (ALL)

Proprietary & Confidential



Workforce Optimization through Automation



How much actual risk management are you doing?

50 ISSOs = 100,000 annual labor hours

Frictionless Compliance Experience

Control Management

OMB M-21-31 Add Control Library Remove Control Library Import Control Library Export Control Library

OMB M-21-31 Control Categories

Category: **Framework Management**

Anti-Virus and
Application Lev
Authentication
Cloud - AWS
Cloud - Azure
Cloud Environm
Cloud GCP
Container Clust
Container Engin
Container Image

OMB M 21 31

EL0
EL1
EL2
EL3
⊕ Add Scoring Category

OMB M 21 31

EL1 Manage Mappings Edit Name Delete

Control Library	Control Family	Control Title
OMB M-21-31	Identity and Credential Management	Account Creation:
OMB M-21-31	Identity and Credential Management	Manage Credential Type:
OMB M-21-31	Identity and Credential Management	Establish/Manage Attributes:
OMB M-21-31	Identity and Credential Management	Manage/Track Changes in Attributes and Credentials:
OMB M-21-31	Identity and Credential Management	Track Usage of Credentials:

Mapped Control Count: 244

Overlay Management

Select Overlay: OMB M-21-31 - ELO Remove Overlay Import/Export Overlays Update ODPs

Control Library: OMB M-21-31 X Control Category: All

Applicability Type: Applicable? Yes X Hide Filters

CONTROL CONFIGURATION

Control	Description	Guidance/Extension	Audit/Assessment/Monitoring Frequencies	Applicability Details	Applicable? All None
Cloud - AWS OMB M-21-31					
AWS Cloudtrail:	Detail	Add Details	Set Frequencies	Overlay (System-Specific)	☒
AWS Config:	Detail	Add Details	Set Frequencies	Overlay (System-Specific)	☒
AWS Guardduty:	Detail	Add Details	Set Frequencies	Overlay (System-Specific)	☒
AWS Security Hub:	Detail	Add Details	Set Frequencies	Overlay (System-Specific)	☒
AWS Shield:	Detail	Add Details	Set Frequencies	Overlay (System-Specific)	☒

Control Compliance Hub

Organization and System: Status Type: Control Library: NIST 800-53 (Rev. 4) X Control Category: AC Access Control X Sub Control Category: All

Time Selector: Last 7 days Hide Filters

Control Selection

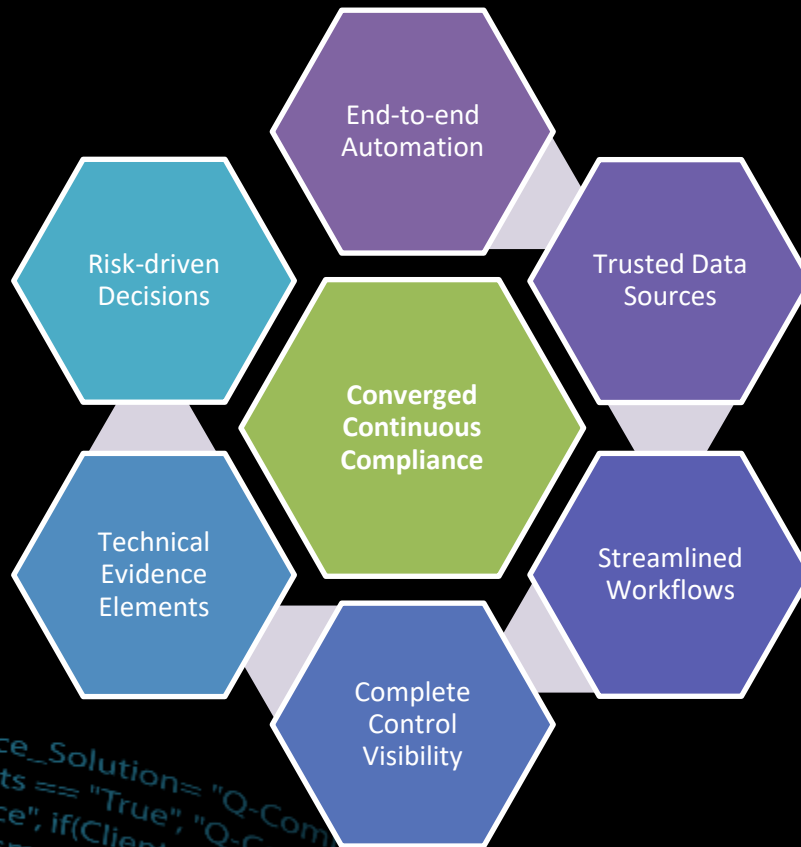
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AC-0212	AC-0213	AC-03	AC-0302	AC-0303	AC-0304	AC-0305	AC-0306	AC-0307	AC-0308	AC-0309	AC-0310	AC-0311
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AC-1324	AC-1325	AC-1326										

Compliance Program Maturity



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Converged Continuous Compliance Principles



Backup Qmulos | eval Compliance_Solution= "Q-Compliance", if(Client_Need_Compliance == "True", "Q-Compliance", "Q-Compliance")
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network == "True", "Q-Compliance", "Q-Compliance")
Internal_Assessment as "Assessment made easy with Q-Compliance capabilities allowing Continuous Monitoring Dashboard"

Zero Trust Principles

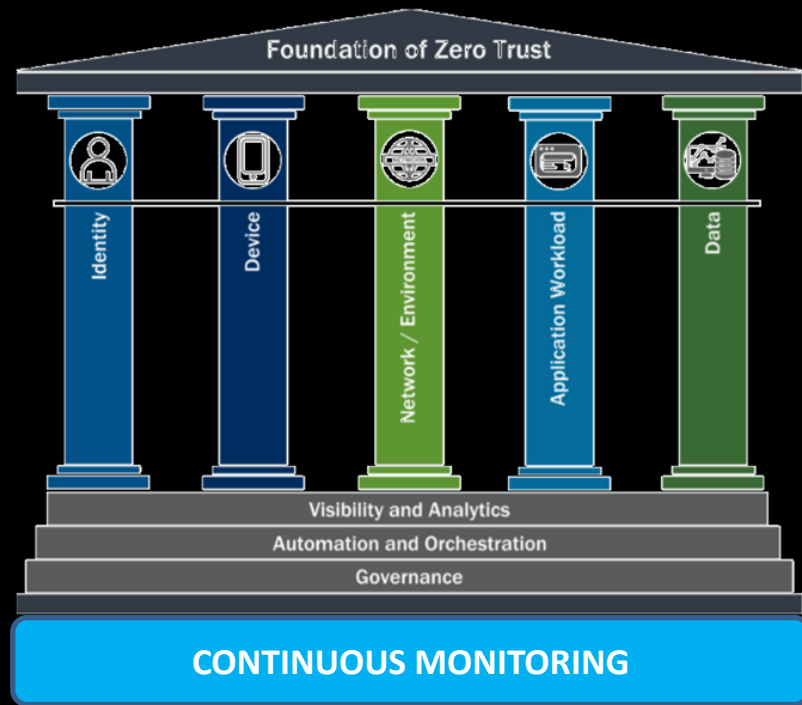
Zero Trust is a strategic approach to security that focuses on questioning continual trust from an organization's network devices

The Zero-Trust model of security prompts you to question your assumptions of trust at every access attempt

Establishes trust in every access request, no matter where it comes from

Secures access across your applications and network

Extends trust to support a modern enterprise across the distributed network



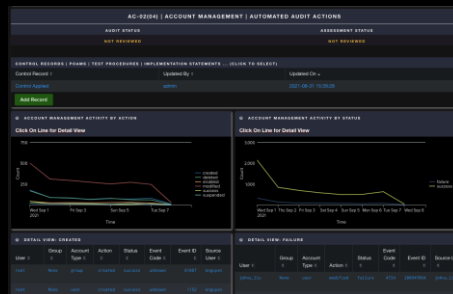
Compliance Confidence



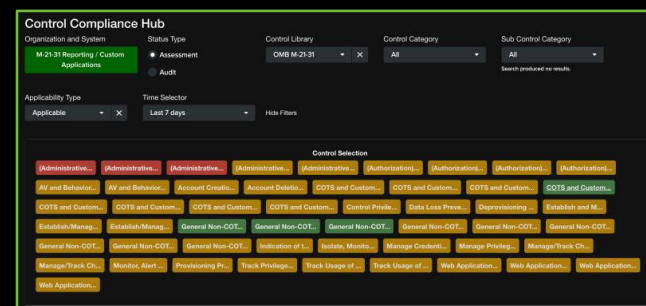
Backup Qmulos | eval Compliance_Solutions=
eds_CUI_Security_Requirements == "True", "Q-Compliance" == "True", "Q-Compliance"
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Continuous Monitoring Dashboard



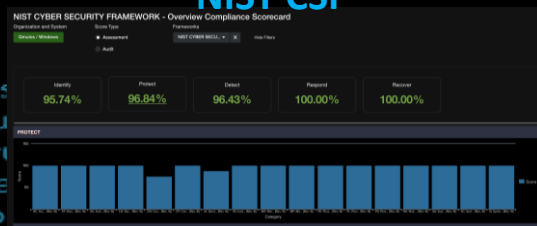
NIST RMF



Future Mandates



NIST CSF



Improving the Nation's Cybersecurity

OMB M-21-31, Executive Order 14028

Executive Order 14028, *Improving the Nation's Cybersecurity*, directs decisive action to improve the Federal Government's investigative and remediation capabilities.

OMB
M-21-31

Near-real-time logging

Continuous monitoring

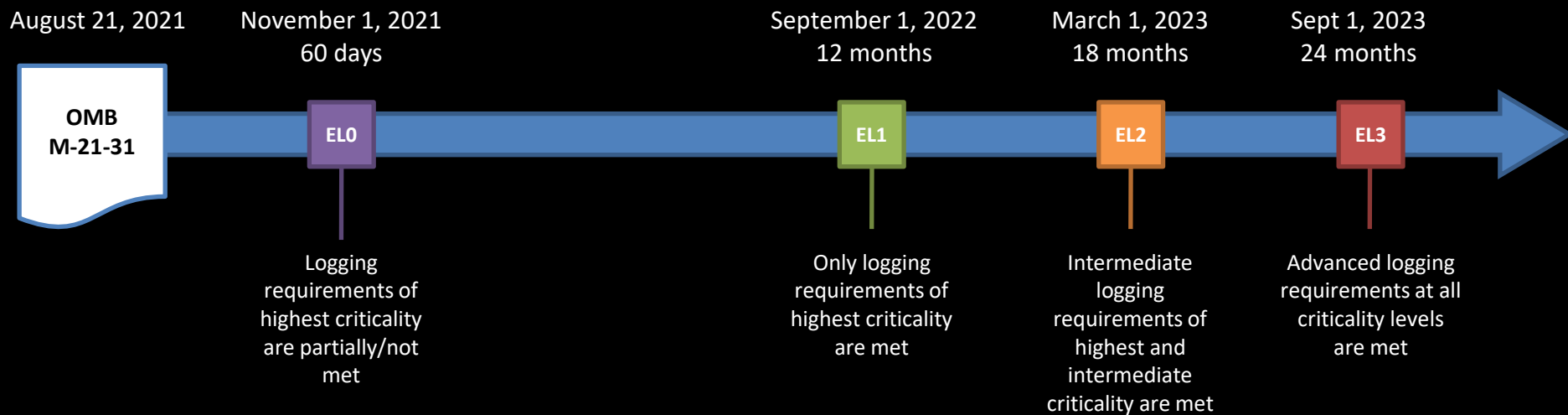
Enhanced log retention

Centralized access to logs

Better controls visibility

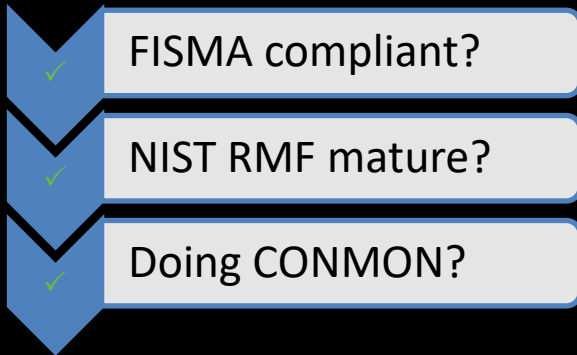
Accelerated external sharing

OMB M-21-31 Compliance Timeline



Backup Qmulos | eval Compliance_Solution= "Q-Compliance"
eds_CUI_Security_Requirements == "True", "Q-Compliance" == "True", "Q-Compliance"
network == "True", "Q-Compliance" == "True", "Q-Compliance"
Internal_Assessment as "Assessment", if(Client_Need_Compliance
easy with Q-Compliance capabilities allowing easy integration
Continuous Monitoring Data

Compliance Readiness – Future-proofing

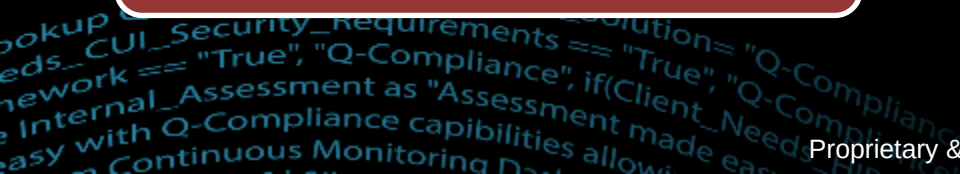
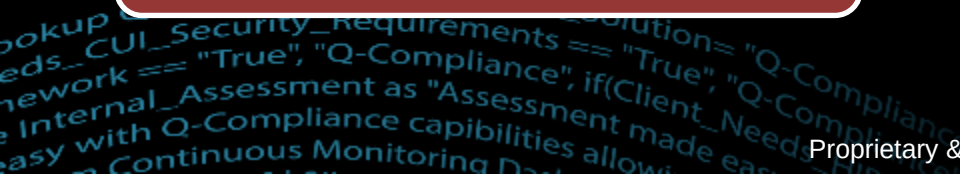
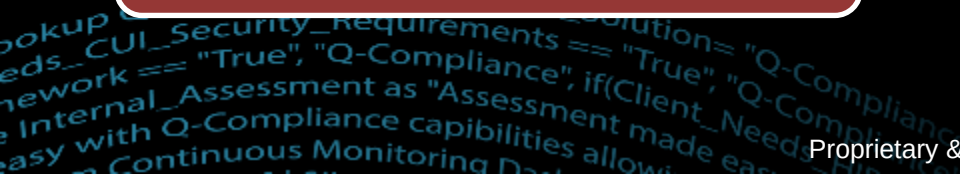
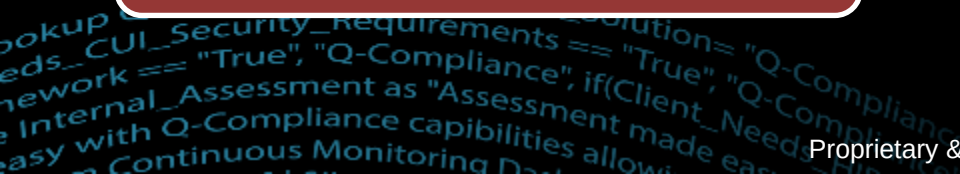
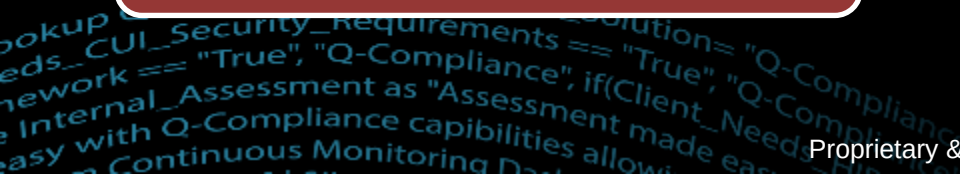


You're likely compliant with multiple mandates. Accelerate your ability to prove it!



Qmulos enables you to readily demonstrate your control posture





Qmulos vs Legacy GRC

Legacy GRC	Criteria	qmulos
Limited control coverage	Complete	Comprehensive control coverage
Labor intensive, human errors	Accurate	Automation driven accuracy
Rigid relational databases	Flexible	Adapts to evolving infrastructure and requirements
Static snapshots	Timely	Real-time monitoring
Resource Intensive	Cost-effective	Reduced resources and increased ROI

Superior Compliance and Security Value for Customers

- Establish real-time continuous control monitoring
- Reduce paperwork and manual efforts
- Increase frequency of monitoring
- Improve security and minimize risk
- Monitor analytics in real-time
- Alert on suspicious events
- Identify potential insider threats
- Investigate malicious activity
- Value multiplier for existing investments

booku
eds...
network == "True", "Q-Compliance", if(Client_Need_Compliance == "True", "Q-Compliance", "Q-Compliance")
Internal_Assessment as "Assessment made easy with Q-Compliance capabilities allowing Continuous Monitoring Data"

To learn more

qmulos.com

sales@qmulos.com

The logo for Qmulos, featuring the word "qmulos" in a lowercase, rounded, sans-serif font. The letter "o" is stylized with a dot that forms a circle around itself.

Converged
Continuous
Compliance™

Proprietary & Confidential

A smaller version of the Qmulos logo, consisting of the word "qmulos" in the same stylized lowercase font.