



Topsec partners Qualys

TOPSEC HAS ENTERED a partnership with US e-security firm Qualys, which specialises in on-demand vulnerability management and policy compliance solutions. Topsec Technology, which is part of the Top Security Group, is an Irish company established in 1979 to provide its clients with a range of customised security solutions.

The alliance will enable Topsec to provide on-demand vulnerability management services as part of suite of security services, which also includes virus protection, firewalls, VPNs, intrusion detection, content filtering and security consulting.

Topsec MD Dermot Williams believes there will be strong demand for Qualysguard, the American company's flagship product, which performs more than 3 million audits monthly for customers, who include ABN Amro, Hewlett-Packard and AXA. Williams expects the Qualys partnership to produce €1.5 million in revenues in the first 12 months of the alliance.

Qualys picked up seven awards earlier this month at the annual SC Magazine European Awards in London, including the titles of Best European Security Company and Best European Security Solution.

The software automates the process of vulnerability management – from network discovery and assessment to on-demand reporting, remediation tracking and enforcement of security policies.

"Much of a company's security relies on patching software flaws," said Williams, "but applying such fixes to critical systems takes time, leaving the systems vulnerable.

Qualysguard acts as a virtual security advisor, automating the process of proactively identifying and remediating security vulnerabilities. It provides the quickest route to neutralise worms and other emerging threats according to their relative business impact."

Ashley Wright, Qualys MD for Northern Europe, said, "Topsec's technical acumen and high level of customer support were major factors in Qualys choosing to partner with this company.

"Topsec also has a great reputation for delivering highly effective security solutions, and we hope to be able to strengthen this reputation."



Topsec Technology's commercial manager Colin Reid, left, with company MD Dermot Williams and Qualys technical account manager John Bloodworth, right