

aws marketplace

Qualys TotalCloud

Reviews, tips, and
advice from real users



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Product Recap



Qualys TotalCloud

Qualys TotalCloud Recap

TotalCloud is the Qualys approach to Cloud Native Application Protection Platform (CNAPP) for cloud infrastructure and SaaS environments. With TotalCloud, customers extend TruRisk insights (transparent cyber risk scoring methodology) from the Qualys Enterprise TruRisk Platform to their cloud environments allowing for a seamless unified view of cyber risk across on-prem, hybrid, and multi-cloud environments.

Features and capabilities of Qualys TotalCloud include, but are not limited to:

Discover: Complete visibility and insights into cyber-risk exposure across multi-cloud. Continuously discover and monitor all your workloads across a multi-cloud environment for a 360-degree view of your cloud footprint. Identify known and previously unknown internet-facing assets for 100% visibility and tracking of risks.

Assess: Comprehensive cloud-native assessments with FlexScan™. Extensive scanning capabilities with Qualys FlexScan, including no-touch, agentless, API- and snapshot-based scanning, along with agent- and network-based scanning for in-depth assessment. Use these multiple scanning methods to scan a workload to get a unified and comprehensive view of vulnerabilities and misconfigurations.

Prioritize: Unified security view to prioritize cloud risk with TruRisk™. Experience a unified risk-based view of cloud security with insights across workloads, services, and resources. Qualys TruRisk quantifies security risk by workload criticality and vulnerabilities; it correlates with ransomware, malware, and exploitation threat intelligence to prioritize, trace, and reduce risk.

Defend: Real-time protection against evolving and unknown threats with InstaProtect™. Qualys enables continuous monitoring of all cloud assets to ensure they are protected against threats and attacks at runtime. Qualys keeps your cloud runtime safe by detecting known and unknown threats across the entire kill chain in near real-time across a multi-cloud environment.

Remediate: Fast remediation with QFlow – no code, drag-and-drop workflows. The integration of QFlow technology into Qualys TotalCloud saves security and DevOps teams valuable time and resources. Automation and no-code, drag-and-drop workflows help simplify the time-consuming operational tasks of assessing vulnerabilities on ephemeral cloud assets, alerting on high-priority threats, remediating misconfigurations, and quarantining high-risk assets.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- ✓ “Qualys TotalCloud has positively impacted our bank's performance, and we have definitely seen benefits after implementing this solution.”



Robert Orłowski

IT Security Expert at Alior Bank S.A.

- ✓ “In my opinion, this is the best tool.”



Verified user

Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

- ✓ “The best features in Qualys TotalCloud include the total asset management of the cloud environment. It is very easy to export the report and see the vulnerabilities related to the cloud specifically.”



Verified user

Cyber Security Specialist at a financial services firm with 10,001+ employees

- ✔ “I would recommend Qualys TotalCloud to other users because it is cost-efficient and has a good return on investment.”



Nadeem-Inamdar

Senior Information Security Engineer at a tech company with 10,001+ employees

- ✔ “TotalCloud has been excellent in providing us with immediate access to all the products and features we need, such as CSPM, TruRisk Insights, and compliance reports, including CIS and HIPAA.”



Sushant Samantara

IT Manager at a consultancy with 10,001+ employees

- ✔ “Qualys TotalCloud is an excellent platform, and the beauty of the platform is that we can get all the vulnerabilities, see all the reports in a single dashboard, view them segregated, and easily learn about critical, high, and medium findings with appropriately provided remediation steps.”



NishantKandpal

Cyber Security Manager at RJ Corp Retail

- ✔ “One of Qualys' best features is its categorization, which allows us to see the types of assets, their security postures, and the AI-powered version of the tool.”



ShantanuChoubal

Project Lead at Persistent Systems

What users had to say about valuable features:

“Qualys TotalCloud saves about a third of resources. Qualys TotalCloud provides written explanations to guide remediation paths and eliminate cyber risk, and I appreciate the written explanation and the visualization of attack paths.

“Qualys TotalCloud provides unified vulnerability and threat assessment for IaaS and SaaS. Qualys TotalCloud provides a single prioritized view of risk, which helps reduce my workload by not having to combine multiple sources..”

Timothy K

Project Management Director at a tech services company with 201-500 employees

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“One of the valuable features of Qualys TotalCloud is its recurring scanning patterns, which detect misconfigurations, risky configurations, and weak IAM policies. The tool automates the maintenance of CIS benchmarks at scale, which is very useful. Qualys TotalCloud serves as a single-point tool integrating various modules such as VM and policy compliance and security, providing a holistic view of my security posture.

“Qualys TotalCloud provides threat intelligence feeds or threat integration, enabling me to mix data with other modules to identify recurring vulnerabilities or threats I face in my organization..”

Verified user

Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

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“Qualys TotalCloud is an excellent platform. The beauty of the platform is that we can get all the vulnerabilities. For example, if we test multiple IPs or multiple applications via Qualys TotalCloud, we can get all the reports in a single dashboard, and we can also see them segregated. Anybody can check that platform and easily learn about critical, high, and medium findings. They also provide remediation steps in a very appropriate manner.

“The main part I love about Qualys TotalCloud is the continuous monitoring and providing legitimate insights. If our management allows, we will document our technical evaluation and provide it to the purchase team for costing. This decision will depend on how expensive the solution is..”

NishantKandpal

Cyber Security Manager at RJ Corp Retail

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“If I had to say something positive about the product that brings me the biggest benefit, I would say it has accurate reports, gets new update CVEs, zero-day attack detection, and is easy to manage with its GUI. Qualys TotalCloud does provide written explanations to help guide remediation paths and thus eliminate cyber risk. When it provides written explanations with guidance to remediate a path and eliminate cyber risk, it helps in general and helps a lot. The product does have a so-called TruRisk Insights feature, but I do not have experience with it. Qualys TotalCloud for vulnerability management provides unified vulnerability and threat assessment across both IaaS and SaaS, and I think overall it helps with security posture management. It is very good for patching vulnerabilities and getting zero-day attacks with accurate reports, not like Nessus. With Nessus, if you start to scan, it gives you many vulnerabilities, but it is not accurate and shows old vulnerabilities. If you compare it with Qualys TotalCloud, it is accurate and has updated CVEs. It saves a lot of time..”

Mahmoud Younes

Cyber Security Architects at VaporVM

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“Qualys TotalCloud provides unified vulnerability and threat assessment across both IAS and SaaS.

“This solution provides a single prioritized view of risk, which helps reduce the work I would have to do. We are no longer based on CVSS; we are based on Qualys risk scoring, which is based on CVSS plus internal findings made by Qualys, and then assigns its own score.

“The TruRisk insight feature has found a small number of assets with high vulnerability scores, though I am cautious since some information is classified.

“Qualys TotalCloud has positively impacted our bank's performance, and we have definitely seen benefits after implementing this solution..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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“The best features of Qualys TotalCloud include good threat intelligence and segregation of cloud accounts. Since we have multiple cloud accounts, it provides a segregation overview of all of our cloud accounts. It also has workload protection which identifies vulnerabilities in the Kubernetes environment and in our Docker images.

Qualys TotalCloud provides written explanations to help guide remediation paths and eliminate cyber risks with recommendations. Whenever any alerts or vulnerabilities have been detected by the solution, it provides the resource name, the asset name, and the solution on how to remediate that with all the steps included.

Qualys TotalCloud provides unified vulnerability and threat assessment for both IaaS and SaaS software.

Qualys TotalCloud provides a single prioritized view of risk through the dashboard, which displays all the risks that are identified in our images, Docker images, Kubernetes environment, and cloud security.

I use the TruRisk Insights feature, which is built into that solution. I assess the comprehensiveness of the risks found by the insights to be good due to its threat intelligence, as it identifies most risks whenever they are detected in the wild. It almost detects all the risks that are well-known in the industry. It has also some capabilities of artificial intelligence but not enough to detect any zero-day vulnerabilities..”

Nadeem-Inamdar

Senior Information Security Engineer at a tech company with 10,001+ employees

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Other Solutions Considered

“I used Prisma Cloud previously. Prisma Cloud has better navigation and UI compared to Qualys TotalCloud. However, I have taken a whole package of Qualys and tend to use it..”

Verified user

Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

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“Apart from Tenable and Qualys, I did not work with any other competitors. I only worked with these two and OpenVAS, which is an open-source solution for vulnerability assessment..”

Mahmoud Younes

Cyber Security Architects at VaporVM

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“For a mid-size bank like ours, the licensing cost for Qualys TotalCloud is cheap. Tenable Enterprise costs double that of Qualys TotalCloud and Rapid7. We explored those three solutions and decided to go with Qualys TotalCloud..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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“If I compare Qualys TotalCloud with other vendors, I compare it with Nessus and Tenable. If I compare Qualys TotalCloud and Tenable, I would say Qualys TotalCloud is better in terms of functionality, and Tenable is better in terms of price..”

Mahmoud Younes

Cyber Security Architects at VaporVM

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“Right now, we are using Tenable, specifically Tenable Nessus, as our VAPT tool, and we are seeking different options, which is why we have started the evaluation for Qualys TotalCloud..”

NishantKandpal

Cyber Security Manager at RJ Corp Retail

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“It is difficult to compare the helpfulness of written explanations with other solutions as we used Nessus for a few years. We only had two or three years of experience with that support, and it was simply Nessus Professional and not Tenable Enterprise, so I could not make a comparison. However, currently we have very good support from our integrator, plus the support from Qualys itself..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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ROI

Real user quotes about their ROI:

“TotalCloud has yielded significant cost savings by reducing manual effort by 20 to 30 percent and generating overall savings of 30 to 40 percent across various departments..”

Verified user

Security Manager at a consultancy with 10,001+ employees

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“It saves a lot of time and manual effort. We have many options to raise a case if it can be automated. CallStream helps us integrate and automate tasks. It helps us automate lots of things..”

SurajTripathi

Senior Security Consultant at CyberNxt Solutions LLP

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“Regarding return on investment, it is going well, although we are yet to complete year-end assessments. Qualys TotalCloud has saved us approximately 15 to 20 percent of our efforts..”

ShantanuChoubal

Project Lead at Persistent Systems

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“Qualys TotalCloud has significantly reduced our workload in terms of managing risks, helping us to be more efficient and save substantial resources. It has saved about 90% of our time. Our risk level is very low..”

Verified user

Senior Consultant at a consultancy with 10,001+ employees

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“The solution is proving beneficial, allowing us to remediate vulnerabilities before any issues arise. Daily reports alleviate all the concerns that we had previously. We have seen more than 50% improvement..”

Mohsin_Raza

CIO at a venture capital & private equity firm with 11-50 employees

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“It helps us because we have monthly meetings with our leadership team. These graphs help us give the return on investment of the product to the leadership team and also give us an overview of how this product is working, what the thresholds are, and how the configurations are working or not. This helps us determine that..”

Nadeem-Inamdar

Senior Information Security Engineer at a tech company with 10,001+ employees

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Use Case

“Our use case involves the assets that we have under cloud, the assets exposed to the internet, and the internal applications that we create for our organization purposes, where we perform application security testing..”

NishantKandpal

Cyber Security Manager at RJ Corp Retail

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“My use case is for cloud security posture management and for getting alerts as we have onboarded most of our accounts in Qualys. Qualys provides the cloud and identifies misconfigurations in our cloud security module, providing us alerts, and we have integrated many tools into that solution. This helps us maintain our cloud security.

Qualys TotalCloud helps with my cloud security posture management by identifying vulnerabilities at a better early stage because we have deployed it into a CI/CD pipeline. This helps us detect vulnerabilities at the development level only. Before moving into production, it helps us detect the vulnerabilities, close them, remediate them, and then move the code into production. We have integrated that into our CI/CD pipeline..”

Nadeem-Inamdar

Senior Information Security Engineer at a tech company with 10,001+ employees

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“At the moment, the organization where I work, Alior Bank, is using Qualys TotalCloud, although in the past we used Nessus Professional, which we dropped about two years ago. It was Professional, not the enterprise Tenable version, just Nessus.

“I have been familiar with Qualys TotalCloud from the beginning of the implementation in our bank, which was in 2024 when we purchased it and started implementing it. I am part of the implementation and current management of Qualys TotalCloud.

“Regarding Kubernetes and containers, I don't recall if it's part of Qualys TotalCloud or a different component.

“We are utilizing Azure and GCP with Qualys TotalCloud..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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“I have approximately three to four years of experience working with Qualys TotalCloud.

“I have been using Qualys TotalCloud while working with EY, Ernst & Young, where I utilize cloud tools for Qualys, employing two types of tools: one for policy and compliance, for security and compliance audits, and another for security audits such as vulnerability assessments and risk assessments. Based on that tool, it is very easy to go through the inventory and easily deploy the compliance policies as needed while also receiving comprehensive assessment scores.

“I use Qualys TotalCloud primarily for compliance and cloud security, and I am also getting certified from Qualys in both compliance auditing and vulnerability management, making me a certified specialist for Qualys.

“In Qualys TotalCloud, everything is in a single platform and as a unified CNAP application, it combines CSPM, CWPM, CIEMs, and workload securities with a lightweight agent that covers everything, including cloud resources, configuration, misconfigurations, and shadow assets, allowing us to work around AWS, Azure, and GCP platforms while generating compliance reports and providing end-users with easy access to dashboard audit reports and executive views..”

Sourav Dadhwal

Cyber Expert at Ministry of Electronics and Information Technology

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“I use Qualys TotalCloud for cloud security posture management across AWS and Google Cloud. I use this tool for compliance and other purposes. I scan AWS and Azure for S3 buckets, security groups, unencrypted databases, and generally for IAM roles. It helps in terms of securing the data. I also use CIS benchmarks as a standard for hardening cloud posture management. Qualys TotalCloud helps to ensure I am enforcing the CIS benchmarks automatically.

“For the TrueRisk insights, it provides context-aware prioritization of findings, asset criticality, risk trends, and real-time exposures of risk parameters. It ensures I can make informed decisions with higher management.

“FlexScan helps me run targeted, on-demand cloud security checks instead of waiting for full scheduled scans. It allows for immediate results on risky configurations or vulnerabilities after major configuration changes. I use it to validate checks post-scan.

“TrueRisk Eliminates helps in lowering risks from the organization's context by comparing with global standards. Though not used extensively, it aids in reducing exposure ratings or ensuring compliance..”

Verified user

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Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

“We have experience with Veracode and other SCA solutions, but I'm not interested in participating in any campaign. Other than Snyk, we use Qualys for Vulnerability Management, specifically the VMDR solution. TrueRisk Management is not what we use; it's an extension to VMDR, but what we actually use is the main module of Qualys, which is Vulnerability Management, Detection, and Response.

“We are not using TrueRisk at all because we have our own framework and we use Qualys Detection Score for everything. We do use Qualys TotalCloud for continuous monitoring. The main use case with Qualys TotalCloud is that VMDR provides a direct solution for on-prem systems and it offers a similar solution for cloud infrastructure including AWS, Azure, and GCP, along with an option to scan containers and other related resources.

“The features I value about using Qualys include container scanning; they did give us some requested features, but maturity-wise, they are not there yet with respect to container scanning. The solution is maybe slightly expensive, but it's not as expensive as other tools such as Wiz. Generally, Qualys is very good at detections, whether on cloud or on-prem. The agent allows deployment on both infrastructures, providing continuous monitoring of your assets, which is a key selling point for us..”

Verified user

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Senior Technical Program /Product Manager at a transportation company with 10,001+ employees

Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

“Our experience with the setup and deployment was quite good; Qualys was supportive, and we met with them twice a week while setting up the scanners and operations..”

Verified user

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Senior Technical Program /Product Manager at a transportation company with 10,001+ employees

“In terms of installation, it could be simplified compared to other tools due to its packaging and tooling. A lack of specific help articles and integration issues are present. From a security standpoint, it is good but requires time..”

Verified user

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Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

“The deployment was handled by a third-party vendor. They completed it within one week because they had expertise in that. Afterward, they did a knowledge transfer with us about how we can deploy and the process involved.

Qualys TotalCloud does not require any maintenance as it is based on the cloud..”

Verified user

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Cyber Security Specialist at a financial services firm with 10,001+ employees

“The deployment was not easy, but with the help of the support team, we completed it.

It took about a week because we had many accounts we needed to migrate, and we needed to check the policies and define our policies. It took time because everything cannot go in one go, so we did it in a phase-wise manner..”

Nadeem-Inamdar

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Senior Information Security Engineer at a tech company with 10,001+ employees

“We did not encounter complexity because TotalCloud supports AWS. We do not need much customization or configuration either. The options for configuration are user-friendly. It took around two weeks to complete, with some management approval delays contributing to the timeframe.

Its maintenance is easy. We do not need more utilization or resources. We currently have 7 applications, and we will be onboarding 17 applications soon..”

Arshad Nr

[Read full review](#) 

Senior Security Consultant at CyberNxt Solutions LLP

“Regarding deployment of Qualys TotalCloud, the installation of Cloud agents was given to administrators from each team who manage servers and workstations, including components in Azure or GCP cloud. This was not handled by me or my team, as I work in the cybersecurity department. We manage the use of Qualys TotalCloud, but installation is up to the administrators, and we provide them support.

“Currently, in the cybersecurity department, we have two people involved in the deployment of Qualys TotalCloud, along with over one hundred administrators involved in implementing and installing agents on the machines..”

Robert Orłowski

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IT Security Expert at Alior Bank S.A.

Customer Service and Support

“I rate the technical support from Qualys TotalCloud a perfect ten out of ten because whenever we log incidents, all service level agreements are met within half an hour, with prompt provision of root cause analyses by the support teams..”

Sourav Dadhwal

Cyber Expert at Ministry of Electronics and Information Technology

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“The support from Qualys TotalCloud is a ten out of ten. The support team is very helpful in every aspect. If we get any issues, we can directly communicate with them. They have been helpful from day one. They have been solving issues efficiently..”

Verified user

Cyber Security Specialist at a financial services firm with 10,001+ employees

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“We did not need any support so far because TotalCloud has been working well. However, in the future, I might require support, and I expect good assistance from the company. It should not take much time..”

Arshad Nr

Senior Security Consultant at CyberNxt Solutions LLP

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“From a technical support perspective, those individuals are competent enough to provide information regarding the product. They offer level one support initially, escalating as needed. I rate them four out of five because they respond quickly if issues are marked as high priority. I would give them 8.5..”

Verified user

Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

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“I have not contacted them, but I have heard that their technical support is as good as other vendor solutions such as Splunk or QRadar. However, it is not as top-notch as Microsoft. Microsoft provides better vendor support and deals with issues on a high priority..”

Thomson Arokiyasamy

Cyber Security Consultant at Systal Technology Solutions

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“Regarding technical support from Qualys, they respond, but the response time can be too long. Sometimes we need to wait weeks for solutions to simple questions.

“If I had to rate Qualys support based on my experience from one to ten, I would say around six or weak seven, perhaps six plus..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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Other Advice

“Qualys TotalCloud provides written explanations to help guide remediation paths and eliminate cyber risks in our organization. I would rate this review an eight overall..”

Robert Orłowski

IT Security Expert at Alior Bank S.A.

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“From a technical support perspective, those individuals are competent enough to provide information regarding the product feel. They provide level one support first to understand better. If they cannot resolve the issue, they can escalate it to the next level and come on a call. However, it does not make sense for them to escalate if it is a medium or low priority issue; they address those according to their SLAs. From another perspective, there could be some downsides. In my opinion, this is the best tool. My overall review rating for Qualys TotalCloud is 8..”

Verified user

Senior Cyber Security Analyst at a financial services firm with 10,001+ employees

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“We are using Qualys TotalCloud [Vulnerability Management](#) and web applications, enterprise solutions, plus Nessus also. For vulnerability management, we installed an agent for each machine and servers and start scanning to get the vulnerabilities.

“If I speak about some negative sides of Qualys TotalCloud, I think the negative side is the license. It accounts for approximately 30 percent of the concerns. .”

Mahmoud Younes

Cyber Security Architects at VaporVM

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“I do use the TruRisk Insight feature with Qualys TotalCloud. I assess the comprehensiveness and the range of risks found with TruRisk Insights as adequate.

“The TruRisk Insights feature has found a small number of assets with high vulnerability scores. The effect of TruRisk Insights on security posture is significant, as it provides better awareness and focus on critical risks.

“I would recommend this product to other users, and my advice would include doing a proof of concept to see if it fits their needs. I would rate this product an 8 overall..”

Timothy K

Project Management Director at a tech services company with 201-500 employees

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“I would recommend Qualys TotalCloud to other users because it is cost-efficient and has a good return on investment. We can recommend it over other tools

available in the market that are more costly.

I find the pricing of Qualys TotalCloud to be cost-efficient as of now. We evaluated three other tools that were more costly than this.

My comparison of Qualys with other vendors is based on the different features we tested. Based on the reports, we implemented the tools into our environment. We conducted proof of concept testing and checked that every tool provides the CSPM feature, the CWP feature, and the [IaC](#) feature. Qualys also provides those features. We tested those features with the default policies by running scans. We created some misconfigurations and checked whether they were detected by the tool. We conducted thorough POCs for each solution.

Qualys TotalCloud can be mentioned as a total cloud platform because it has the CWP model and CSPM model.

It has affected my security posture by integrating tools like [Jira](#) into that solution, which helps to generate tickets on the development team dashboard and the DevOps team's dashboard. This helps them remediate the findings. We also create weekly reports from the tool, and with the help of the DevOps team, we try to mitigate the risks which helps us manage our security posture.

Currently, there are around fifteen users who are using the solution. I would rate this solution an overall eight out of ten..”

Nadeem-Inamdar

Senior Information Security Engineer at a tech company with 10,001+ employees

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“You can review the [Radware DDoS](#) and Radware [WAF](#). We are evaluating Qualys TotalCloud solution for our [VAPT](#), which deals with vulnerability assessment and penetration testing. This evaluation is under POC and started about 15 to 20 days

ago, focusing on our number of assets, servers, and IPs for the VAPT part, as well as the application security part.

“It does not exactly provide unified vulnerability and threat assessment for SaaS. We are working under the guidelines of ISO 27001. We generally give the critical IPs and server names to test, and they provide us with the findings which we patch accordingly, as per the remediations.

“I have not yet tried the TruRisk Insights feature, but I would love to get those insights.

“In terms of detection, they are doing very well. I am more concerned about the detection feature because if anybody detects vulnerabilities effectively, that will benefit our organization. The findings they provide are legitimate vulnerabilities, and regarding prevention, that is on our side. They recommend steps for prevention on particular IPs, and we can only take actions after multiple approvals.

“I consider Qualys TotalCloud a premium product, and I have no issues with that. If a product is premium, it typically offers better findings and opportunities. However, if the pricing is excessively high, we need to consider alternatives. A normal price or slightly more expensive is acceptable, but they should also provide good services.

“I recommend this product because it supports both on-premises and cloud environments. The report format they provide after VAPT is very accessible, easy to learn, and beautifully presented. This is the best feature of the product. While I think Qualys TotalCloud is premium, I am concerned about the pricing details, particularly the cost per license.

“I rate this product a nine overall..”

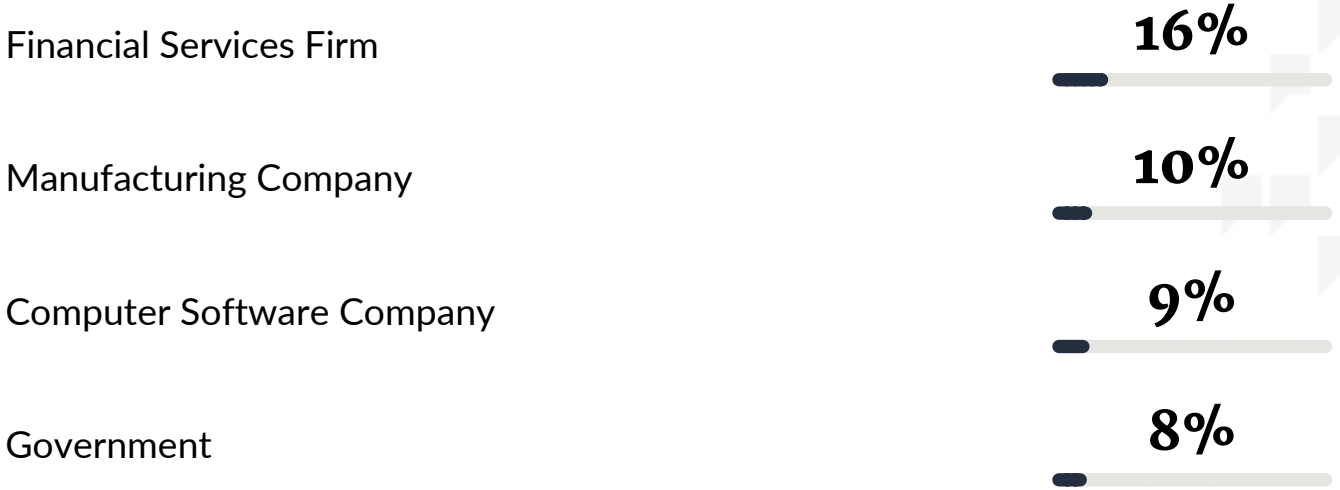
NishantKandpal

Cyber Security Manager at RJ Corp Retail

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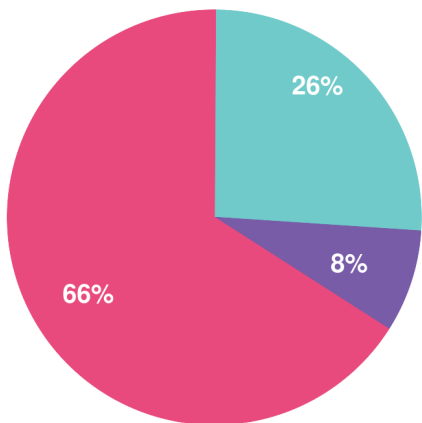
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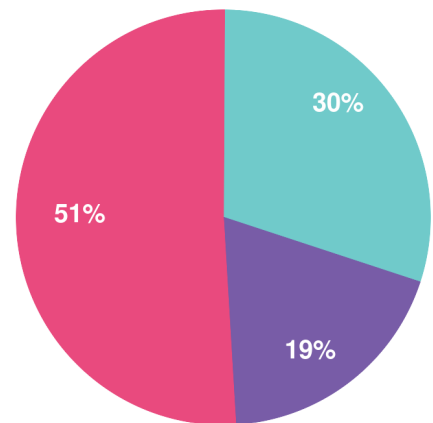


Company Size

by reviewers



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Large Enterprise Midsize Enterprise Small Business

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