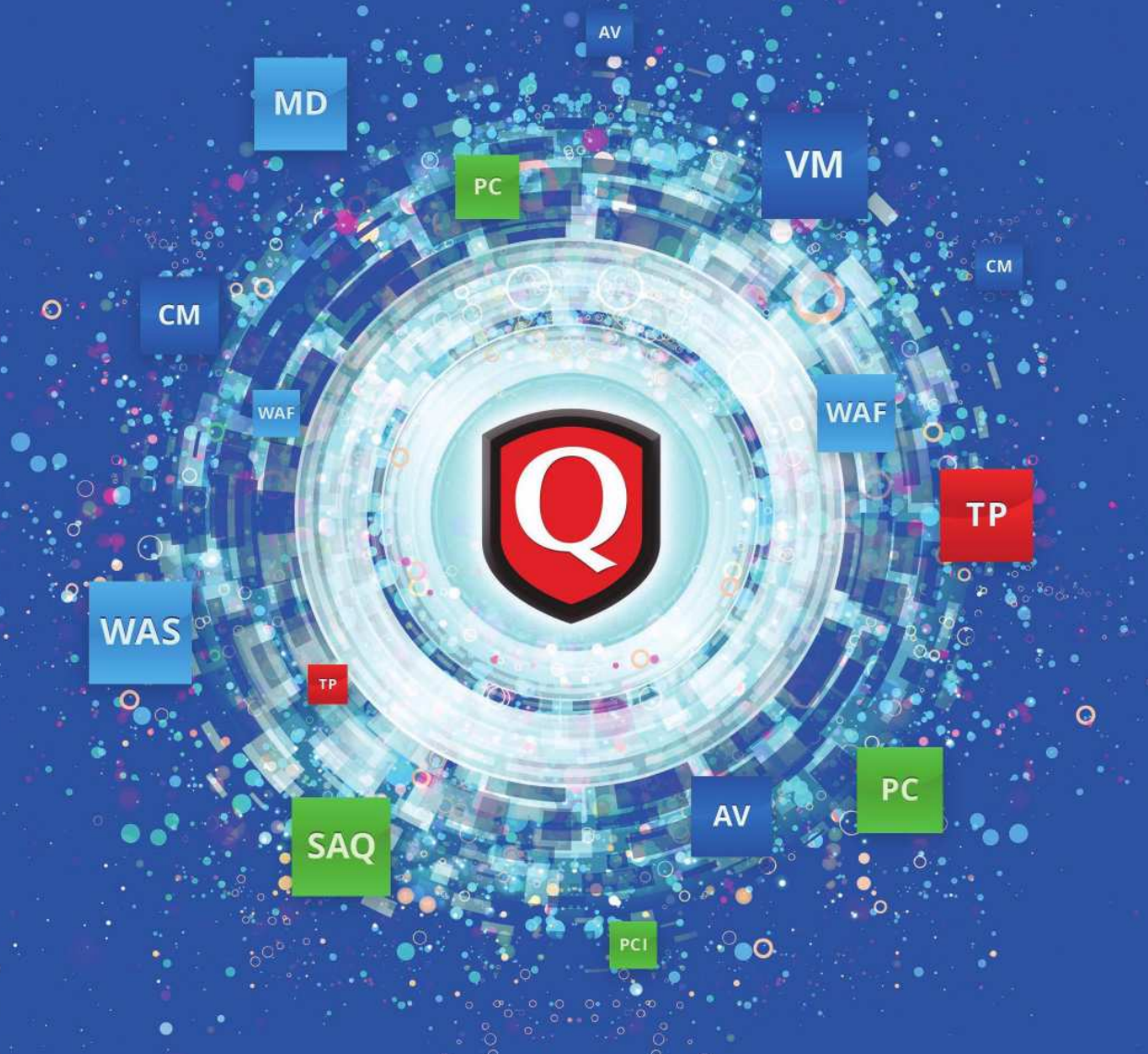# EXHIBIT 14

White Paper

Qualys Cloud Platform:

YOUR END-TO-END SECURITY SOLUTION
FOR A PERIMETER-LESS WORLD

White Paper | QUALYS CLOUD PLATFORM

INTRODUCTION

The widespread adoption of cloud computing services and mobile devices by organizations has drastically changed enterprise information security.

Organizations are no longer well served by the conventional approach of protecting the traditional corporate perimeter, whose boundaries consisted primarily of desktop PCs sitting inside offices and servers humming in on-premises data centers.

Today, organizations live in a perimeter-less world. Those clearly defined physical boundaries in which their IT infrastructure was housed have been pushed out, blurred, transformed and in some cases even erased.

Many workloads have been moved to the cloud, a trend that's still accelerating. Meanwhile, desktop PCs have increasingly been replaced as the preferred personal computing device within organizations by a variety of mobile endpoints -- laptops, tablets, smartphones and wearables -- which often spend more time outside of the office than inside.

As a result, CISOs face a new reality in which employees now routinely do things like log into their companies' SaaS-based CRM systems from laptops and smartphones at airport cafés over public Wi-Fi networks.

When CISOs look at the enterprise security marketplace for solutions, they find legacy vendors scrambling to belatedly retrofit their products, rarely with optimal results. CISOs also come across eager startups in precarious financial standing peddling narrowly scoped products aimed at niche use cases.

A CISO who evaluates what these vendors offer will quickly realize that these retooled legacy systems and new point solutions are complex, costly, limited and, worst of all, ineffective.

Qualys saw this shift coming many years ago. Guided by its pioneering vision, Qualys has been deliberately and thoughtfully crafting its integrated cloud platform to meet the challenges that organizations face today in this age of cloud computing and mobility.

Today, the Qualys Cloud Platform is uniquely positioned to provide continuous security for organizations that find themselves having to monitor and protect on-premises, cloud-hosted and mobile IT assets. It's the most advanced security platform available today for the global enterprise with a hybrid infrastructure in a perimeter-less world.

The Qualys Cloud Platform constantly collects, assesses and correlates asset and vulnerability information across customers' cloud instances, on-premises systems and mobile endpoints, giving them a real-time, holistic view of their threat landscape and helping them prioritize their security and compliance remediation.

In this paper, we explain in detail how Qualys accomplishes this via its centrally managed cloud architecture, anchored by a robust back-end threat analysis engine and powered by an integrated suite of security and compliance apps.

"The quality of Qualys WAS is maintained across many different types of applications. It proves to be very thorough and accurate as well as easy to configure and use."

– Ahmad Mahdi
Infrastructure Security
Team Manager

Microsoft

2

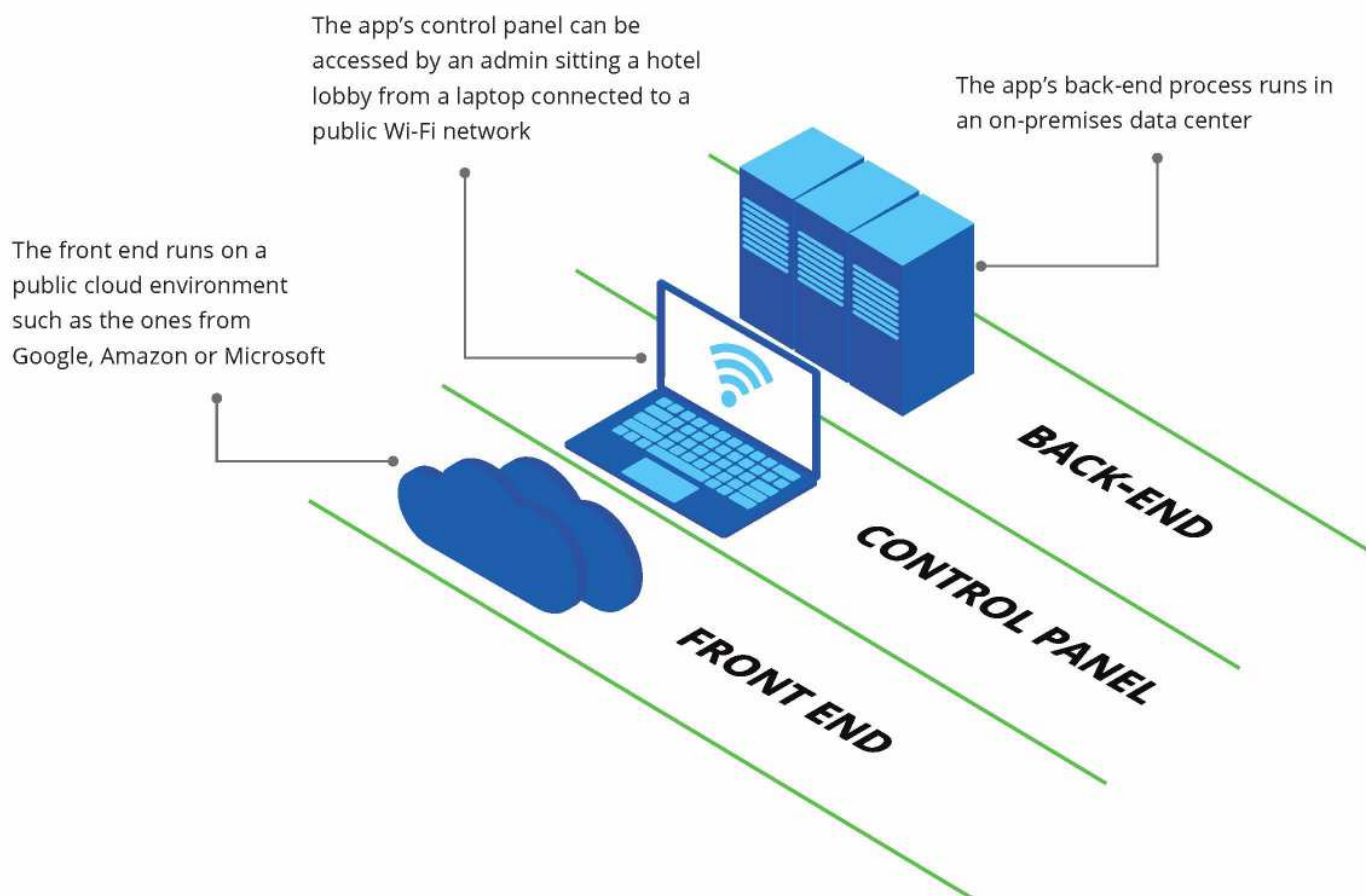White Paper | QUALYS CLOUD PLATFORM

The New Perimeter – or Lack Thereof

3

INTRODUCTION

The new information security challenges that cloud computing and mobility have created for IT departments are well exemplified by this hypothetical but very common scenario of a retailer's payments app:

The app's control panel can be accessed by an admin sitting a hotel lobby from a laptop connected to a public Wi-Fi network

The app's back-end process runs in an on-premises data center

The front end runs on a public cloud environment such as the ones from Google, Amazon or Microsoft

BACK-END

CONTROL PANEL

FRONT END

The risk to this one application rests in these three different places, so security products that protect only the endpoint, or only the cloud instance, or only the on-premises server don't measure up. Attempting to cobble together a more comprehensive solution by tying heterogeneous products brings integration complexity, higher costs and, very likely, poor performance.

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