

# Ensuring Secure Network Solutions Using Qualys



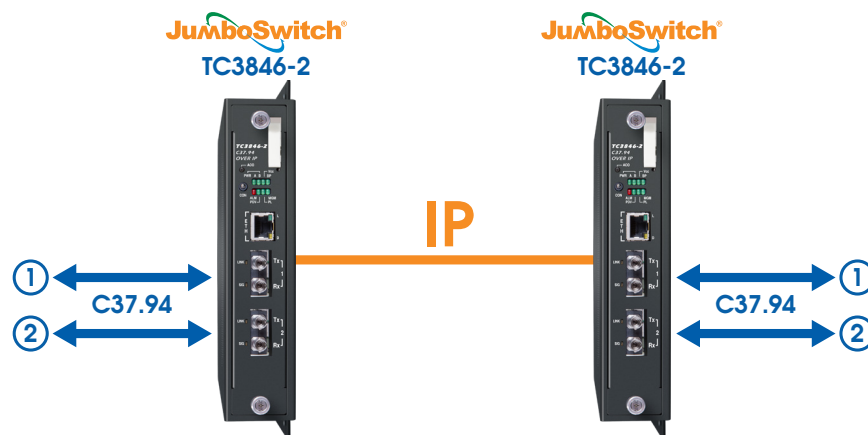
## Case Study

A major utility company in the southern United States approached TC Communications for a teleprotection solution. The customer had specific cybersecurity requirements associated with their network, which they protected by using a cloud-based application called [Qualys](#), an information and security cloud solution provider.

### C.37.94 JumboSwitch® Solution

TC sales managers and sales engineers drew up a solution using the [TC3846-2 JumboSwitch®](#) to extend multiple C37.94 ports across the customer's IP network, which included hundreds of substations in a SCADA over Ciena XCVR backhaul. The following diagrams illustrate the concept of this application:

TC3846-2 C.37.94-over-IP Gateway



JumboSwitch 2U Rack in Ethernet Ring



The TC3846-2 solution used multiple C37.94 interface cards, which we provided in 2U racks controlled by our [TC3840-5](#) management cards. This was supplied so the customer could deploy this setup in multiple locations throughout their network.

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## Security Scanning and Remediation

As previously mentioned, the customer used the Qualys application and platform to scan their utility network in order to identify and manage cybersecurity threats, which are ranked as high, medium, or low risk. The customer required that our products comply with a level 2 rating or below.

During the testing period, Qualys scans of our equipment generated a few reported security threats. However, by working with our developers, we were able to eliminate all cybersecurity threats within a two-week period, giving the customer confidence in moving forward with our solution. They were easily able to add the TC3846-2 and TC3840-5 equipment to their network and, to date, have reported no new threats.

## Moving Forward with Qualys

Following this experience, TC Communications now incorporates recurrent Qualys scans as part of regular maintenance for our larger customers with support contracts to ensure that they continue to minimize cybersecurity threats. And because we provide 100% of our design, manufacturing, and support directly from our Irvine, California headquarters, we can respond quickly to reported threats.

TC Communications continues to find new and better ways to improve the mission-critical nature of our products for all our customers.

## What is Qualys?

Qualys is both an IT security company and a flexible cloud-based enterprise cyber risk and security platform. Qualys classifies cybersecurity threats into five levels, 5 being severe, 4 being high, 3 being medium, and 2 and 1 meaning low risk.

The platform's primary application is called Qualys TruRisk™, which accurately quantifies cyber risk to reduce exposure, track risk reduction trends, and enhance a cyber security program's effectiveness. TruRisk aggregates all risk-factors from 73,000 vulnerability signatures, more than 25 sources of threat intel, and integrations with non-Qualys products.

Qualys is an enterprise cloud software that is easily configurable according to an organization's project management preferences, whether that is an Agile framework or waterfall approach. Qualys can be integrated with existing CRM platforms such as Salesforce, Zendesk, or Zoho.

To learn more about Qualys, please visit [www.Qualys.com](http://www.Qualys.com).



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