

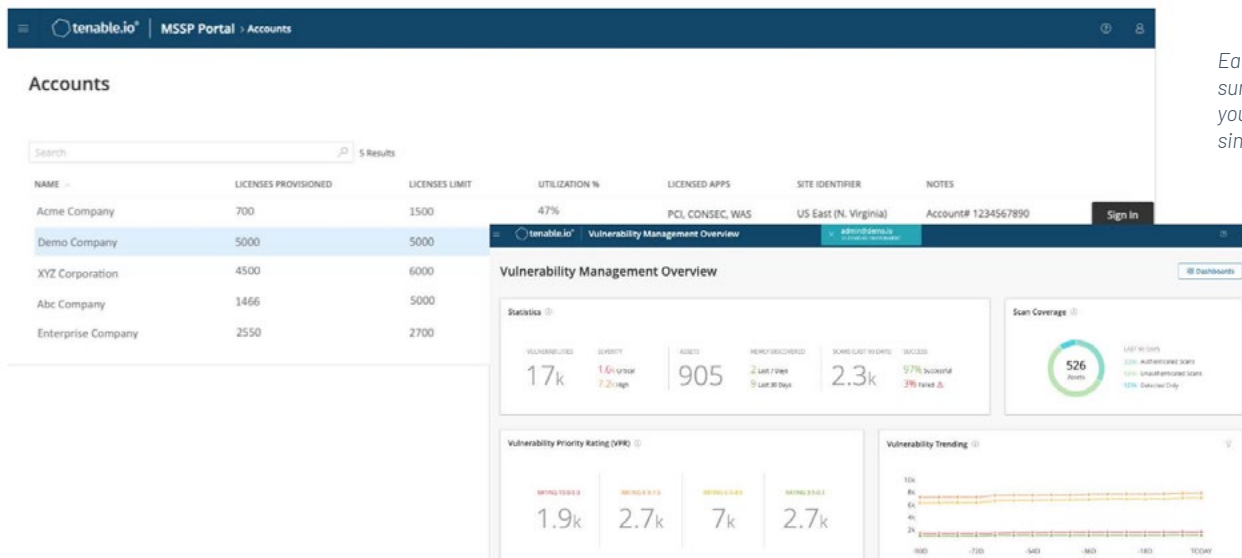
# RISK-BASED VULNERABILITY MANAGEMENT FOR YOUR MSSP PROGRAM

Vulnerability Management has become an essential component as part of a Managed Security Service Provider (MSSP) suite of services. Your clients depend on you for the highest service quality supporting vulnerability coverage and scan accuracy so they can remediate with confidence. Vulnerability Management services need to support the modern attack surface as more devices connect to your clients' networks (operational technologies, mobile endpoints) and new computing models emerge (cloud, containers). Now you have the opportunity to deliver higher-value services to your clients to help them translate technical vulnerability data to make better remediation decisions.

Tenable helps your MSSP program implement a high performance, Risk-Based Vulnerability Management service offering by delivering the most comprehensive risk-based vulnerability management solution available to help your clients prioritize the vulnerabilities that matter most. Using Tenable Risk-Based Vulnerability Management, you can help your clients make the most efficient use of their limited security resources by making the biggest impact on risk with the least amount of effort.

## KEY BENEFITS

- **Implement a Risk-Based Approach** to prioritize and focus on what matters most.
- **Measure and Benchmark Cyber Risk** to understand trend improvements as a measure of your security program effectiveness and convey the results to your clients.
- **Flexible Deployment Options** that include cloud or on premises with active, passive or agent-based scanning.
- **Easily Manage Your Clients** by leveraging all of Tenable's software solutions, including a new partner portal for easy access to client containers.
- **Certification and Enablement** offered to become a trusted advisor for your clients.



The screenshot displays the Tenable.io MSSP Portal interface. On the left, there is a table titled 'Accounts' with columns for Name, Licenses Provisioned, Licenses Limit, Utilization %, Licensed Apps, Site Identifier, and Notes. The table lists several client accounts like 'Acme Company', 'Demo Company', 'XYZ Corporation', 'Abc Company', and 'Enterprise Company'. On the right, a 'Vulnerability Management Overview' dashboard is shown, featuring various statistics and charts. The statistics include 17k vulnerabilities, 1.4k open and 2.2k high severity issues, 905 assets, 2 last fixes and 2 last 30 days, and 2.3k scans with 97% successful and 3% failed. A 'Scan Coverage' gauge shows 526 hosts. Below these are 'Vulnerability Priority Rating (VPR)' metrics (1.9k, 2.7k, 7k, 2.7k) and a 'Vulnerability Trending' line chart.

*Easily manage and view summary data for all of your clients through a single portal login*

# KEY CAPABILITIES

## Accurate Asset-Based Vulnerability Tracking

Tenable provides the ability to track assets and their vulnerabilities more accurately than any other solution in the industry. An advanced asset identification algorithm uses an extensive set of attributes (such as Tenable ID, NetBIOS name, MAC address and many others) to accurately identify and track changes to your clients' assets, regardless of how they roam or how long they last.

## Vulnerability Prioritization Based on Actual Risk

Tenable prioritizes vulnerabilities based on the probability that they will be leveraged in an attack by combining over 150 data sources, including Tenable and third-party vulnerability and threat data. A proprietary machine learning algorithm is used to identify vulnerabilities with the highest likelihood of exploitability to help you focus first on the security issues that matter most to your organization.

## Simplified Vulnerability Management

Through a modern interface with intuitive dashboard visualizations, Tenable makes common tasks, such as configuring scans, running an assessment and analyzing results easier than ever. Pre-defined scan templates and configuration audit checks that follow best practices frameworks, such as CIS and DISA STIG, help you protect your clients' organizations with a fraction of the effort otherwise needed. Customize reporting and analysis with pre-configured, out-of-the-box dashboards or quickly build your own from a blank canvas to meet client needs.

## Calculate and Communicate Cyber Exposure

Tenable Lumin provides an objective measure of cyber risk via the Cyber Exposure Score (CES), which combines vulnerability data with other risk indicators, such as threat intelligence and asset criticality. The score is automatically generated through machine learning algorithms that factor in likelihood of vulnerability exploitability and the business criticality of the impacted asset. CES can be applied to any group of assets, from a single asset to all assets across the entire organization, for detailed analysis and decision-making.

## Learn more about becoming an MSSP partner:

<https://www.tenable.com/partners/channel-partner-program>

## Learn more about our product offerings:

<https://www.tenable.com/products>

## External Benchmarking

Tenable Lumin enables organizations to benchmark themselves against industry peers to quickly identify shortcomings and strengths. The product benchmarks a number of key metrics, such as CES and assessment maturity, based on industry and overall averages to analyze how organizations compare. Tenable Lumin benchmarking is based on the industry's most extensive vulnerability intelligence, processing over 1.5 billion instances of vulnerabilities per week, and coupled with data science to provide comprehensive and accurate insights.

## MSSP Partner Portal

Easily manage and maintain multiple client Tenable.io instances through a single portal login. This provides visibility into client instances, including licensing, utilization and site information. You don't have to sacrifice data security for this added convenience which includes a unique Tenable.io container with a dedicated data store, and the highest levels of encryption keeps your client's data safe and secure.

## Pre-Built Integrations and a Documented API and Integrated SDK

Tenable has pre-built integrations available for popular credential management, SIEM, SOAR, ticketing systems and other complementary solutions, so you can easily build an efficient vulnerability management process. A complete listing can be found here: <https://www.tenable.com/partners/technology>. Additionally, you can easily create your own integrations by leveraging a fully documented API set and SDK. There is no extra cost to use these tools to maximize the value of your vulnerability data.

## Leverage Tenable Research

Tenable's MSSP Program is backed by Tenable Research, delivering world-class Cyber Exposure intelligence, data science insights, alerts and security advisories. Frequent updates from Tenable Research ensure the latest vulnerability checks, zero-day research and configuration benchmarks are immediately available to help you secure your clients' organizations.

## About Tenable

Tenable® is the Cyber Exposure company. Approximately 40,000 organizations around the globe rely on Tenable to understand and reduce cyber risk. As the creator of Nessus®, Tenable extended its expertise in vulnerabilities to deliver the world's first platform to see and secure any digital asset on any computing platform. Tenable customers include approximately 60 percent of the Fortune 500, approximately 40 percent of the Global 2000, and large government agencies. Learn more at [tenable.com](https://www.tenable.com).

