



HOW SECURITY CONSULTANTS WIN WITH NESSUS:

MAKING THE MOST OF NESSUS PROFESSIONAL
TO SAVE TIME, IMPROVE RESULTS AND STAND
OUT FROM THE COMPETITION



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Introduction

As a security consultant, you're at the vanguard of efforts to protect networks and operations, especially for organizations without dedicated information technology personnel or whose IT teams lack specific security experience. But it can be difficult to handle widely varying requests from different clients—while also standing out from competitors in your space by delivering quality results—without a truly comprehensive vulnerability assessment tool.

Nessus® Professional is the ideal solution to help you win new business and deliver the most value to current clients, through:



Comprehensive online and offline scanning abilities



Industry-leading accuracy



Broad vulnerability coverage

[See why Nessus is #1](#)

Deliver customized results with comprehensive assessment

As a consultant, you need to adjust your processes to meet each client's particular needs. You can tailor Nessus vulnerability assessments to be as hyper-specific or as broad (or somewhere in between) as needs dictate. This versatility helps you provide unique value to customers.

Consider this hypothetical: *An organization enlists your services to search for vulnerabilities within the various Java-based applications functioning throughout Windows. Nessus Professional can easily be focused to perform a scan according to the precise parameters necessary to examine all Java apps, or even one limited to Struts and other Apache frameworks—Spark, Click, Juneau, Monaca, Airflow and so on.*

You can also configure your scans to avoid areas of your clients' networks that are out of scope.

These can be specific hosts that would be overly sensitive to examination—i.e., scanning them could unnecessarily disrupt the organization's operations—or are otherwise not viewed as priorities. Additionally, if a customer wants you to check more sensitive technologies (network switches, gateways, etc.), offline configuration scans with Nessus allow you to do so easily, avoiding any interruption to client organizations' workflows.

On the other end of the spectrum, you can just as easily scan large groups of hosts, server banks or entire networks via the solution's dynamic scanning capabilities. Nessus can root out vulnerabilities across unlimited IPs within operating systems, network devices, firewalls, hypervisors, databases, web servers and critical infrastructure. Nessus standard scan output can also be easily reformatted as necessary to best meet the specific needs of your clients.



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Accuracy, coverage and speed

When it comes to delivering top quality results to protect your clients' infrastructure, the quantity and accuracy of your data is critical. The industry-leading vulnerability assessment solution, Nessus is #1 in both accuracy and coverage—finding more vulnerabilities than competitors with the lowest false positive rate.¹ Customers may not know specifics about what products you're using when you come on as their security consultant—but they understand quality results.

Additionally, the solution's high rate of speed makes scans easier for you as the consultant—not only by boosting efficiency but also by minimizing any interruptions to client operations. This helps demonstrate value to any customers who might have been somewhat skeptical of the need for vulnerability scanning and assessment. Also, because Tenable Research works constantly to develop plugins addressing all of the latest threats and vulnerabilities—releasing coverage for high-profile vulnerabilities within 24 hours—you'll be able to offer critical insights to your clients faster and have a leg up on your competitors.

Save time and resources with Live Results

The Live Results feature of Nessus Professional further boosts the ROI for you and your customers. Live Results allows you to automatically view scan results for new plugins based on recently collected data, without running a new scan. This enables you to see potential new threats and determine if you need to manually launch a scan to confirm the findings. In other words, even if you aren't performing scans as frequently for some clients as others, Live Results gives them insight into the status of their systems between full scans.

THE INDUSTRY-LEADING VULNERABILITY ASSESSMENT SOLUTION, NESSUS IS #1 IN BOTH ACCURACY AND COVERAGE—FINDING MORE VULNERABILITIES THAN COMPETITORS WITH THE LOWEST FALSE POSITIVE RATE*.¹

* with six-sigma accuracy - 0.32 defects per 1 million scans.

¹ www.tenable.com/products/nessus



Beyond assessments: Penetration testing & compliance auditing

As a security consultant, your job doesn't necessarily end when you conduct vulnerability scans. When a scan uncovers one or more issues, you may be enlisted to perform further exploratory (and possibly remedial) operations to determine clients' degree of exposure. Or, you may also provide other types of cybersecurity services such as penetration tests and audits.

When conducting a penetration test, vulnerability scan results can help you identify the areas of a client's network in need of particularly close examination so that you use your time and resources most efficiently. They also reveal vulnerabilities that can be exploited in the context of a penetration test to effectively demonstrate the severity of specific issues.

Nessus Professional is also compatible with popular penetration testing tools to help maximize the efficiency of your penetration tests.

It helps you identify potential exploitation paths during the penetration test and thematic findings across an organization, both of which can help improve the security posture of your clients. Nessus Professional is also compatible with major pen testing frameworks including the TrustedSec PTF and the Penetration Testing Execution Standard.

With Nessus Professional you can quickly and accurately conduct compliance audits to help your clients meet regulatory requirements and organizational policies regarding configuration management. Hundreds of pre-built templates in the Nessus library can easily meet the needs of a variety of regulatory requirements. Furthermore, those templates can be modified as needed to accommodate the network needs of specific clients. Bottom line? Your consultancy clients are in good hands when it comes to InfoSec compliance.



One license, unlimited scans

The low total cost of ownership associated with Nessus Professional, as well as the solution's capacity for unlimited scans across an infinite number of IPs, combine to create significant ROI for your business. Your Nessus license is also easily transferable, so you only need one license per active scanner.

Closing deals with Nessus Professional

When trying to bring in new business for your consulting services, you can showcase past accomplishments, but at the end of the day prospective clients are most interested in what you're going to do for them. One of the best ways to explain this is to unveil your suite of tools and explain succinctly but clearly how you'll leverage those along with your expertise to protect their organization.

You can share that Nessus is ranked above all other vulnerability assessment solutions in both accuracy and coverage and demonstrate how you'll leverage the power of Tenable's industry-leading research team. Then you can tailor your explanation of the 'how' based on the specific needs and challenges of prospective clients, leveraging the versatility of the solution to help make your case. With Nessus Professional in your toolbox, you'll know you have a solution to help efficiently and effectively deliver quality results to meet each client's individual requirements.

Conclusion

Using Nessus Professional for your InfoSec consultancy gives you and your clients a set of clear and undeniable advantages. The solution's diversity of scanning capabilities, versatility, proven accuracy, broad vulnerability coverage and ease of use combine to make it an invaluable asset that can help you manage clients and grow your business.

Nessus Professional helps address some of your biggest challenges so that you can focus on what matters most—delivering high-quality results that help protect your clients against cyberattacks.

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