

Tenable One

Elevator Pitch

Tenable One is an exposure management platform that unifies a variety of data sources into a single exposure score that helps organizations to:

- Gain comprehensive visibility across the modern attack surface
- Anticipate threats and prioritize efforts to prevent attacks
- Communicate cyber risk to make better decisions

Tenable One includes Tenable.io, Tenable.io WAS, Tenable.cs, Tenable.ad, Tenable.asm and Tenable Lumin while adding cyber risk analytics, attack pathways and a comprehensive asset inventory.

Upsell Existing Tenable Customers

- **Target:** Existing Tenable customer contacts (excluding OT & SC)
- **Strategy:** Engage current Tenable.ep customers using standard version to discover Tenable One Enterprise and its offerings. Leverage existing Tenable.io customers to upsell Tenable One Enterprise capabilities.
- **Key Message:** You have trusted Tenable so far and you can now easily transition to Tenable One to gain visibility into your entire attack surface and use the platform to create a exposure management program for your organization.
- **Benefits:** Easy transition, One Vendor.

Buyer Problems & Solutions

CISOs, BISOs, Security Executives: “How secure are we?”

- **Problem:** Require accurate risk assessments to improve investment decisions, insurability, meet regulatory and compliance requirements.
- **Solution:** Tenable One provides the actionable metrics to measure, compare and communicate cyber risk to non-technical execs and operating teams.

VM Managers, Incident Response Teams: “How do I understand relationships across entire attack surface and anticipate the consequences of cyber attacks?”

- **Problem:** Need to focus available resources to their most pressing security needs through insight and context of threats, assets and privileges.
- **Solution:** Tenable One will allow them to anticipate consequences of an attack through an understanding of relationships across the attack surface.

Security Practitioners & Managers: “How do I prioritize efforts in remediating software configurations and entitlement vulnerabilities?”

- **Solution:** Tenable One delivers full visibility into their attack surface along with a unified view of all assets.

Capabilities

Exposure View

Provides for focused security efforts through clear, concise insight into an organization's security exposure. Allowing for a unified global exposure score drawn from a variety of different data sources.

External Attack Surface Management

Insight into the external attack surface, allowing organizations to identify and reduce risks from the attacker's perspective.

Attack Path Assessment

Attack path visualization and prioritization capabilities provide a preemptively focused response to disrupt the paths attackers may take.

Centralized Asset Inventory

Centralized view of assets from a variety of data sources with the ability to create specific asset tags from a variety of sources.

Quick Links

- Press Release
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- Webpage
- [Datasheet](#)
- Product Education Videos

Partner Resources

- [Partner FAQ](#)
- [Intro to Tenable One Video](#)
- [Intro to Tenable One Deck](#)
- [Tenable One Preview Video](#)
- Marketing Campaign
 - Customer Emails
 - Social Posts

Questions?

- Reach out to your Tenable channel manager
- Contact us at partners@tenable.com