EXCLUSIVE NETWORKS

KENNA Security

YOUR GUIDE TO KENNA SECURITY

A LEADER IN THE FIELD OF RISK-BASED VULNERABILITY MANAGEMENT (RBVM), KENNA SECURITY IS THE ONLY VENDOR THAT CAN PROVIDE ORGANISATIONS WITH FULL VISIBILITY AND ACCURATE, REAL-TIME RISK-BASED VULNERABILITY PRIORITISATION ACROSS THEIR ENTIRE ENTERPRISE — FULL STACK.

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Introduction

Kenna VM is a scalable, cloud-based solution that delivers the most informed and accurate risk prioritisation available, enabling security and IT teams to take a risk-based approach to vulnerability management. Kenna prioritises and proactively manages the vulnerabilities that pose the greatest risk in the context of the customer's own unique IT environment.

The Kenna platform:

- **Accurately measures risk -** Combines vulnerability data, asset information, and real-time threat intelligence to get the most informed and accurate risk assessment available. Updates continuously.
- **Predicts future exploits -** Highlights the level of risk that new vulnerabilities pose the instant they're discovered.
- **Utilises existing investments -** Integrates with existing vulnerability scanners, ticketing systems, and other security infrastructure components to maximise the value of existing investments
- **Aligns IT and security with business/financial objectives -** Delivers a single and quantifiable view of an organisation's risk posture, ensuring alignment of IT Security and Development resources, which enables management to make investment decisions based on data-driven, unified metrics.

Key technology overview

The solution combines 15+ exploit intelligence feeds, 7+ billion managed vulnerabilities, global attack telemetry, and remediation intelligence to accurately track and measure real-world exploit activity across an enterprise's global attack surface. By harnessing machine learning, predictive modelling, and data science techniques, Kenna calculates the risk of a vulnerability as soon as it is revealed - and before an exploit can be built.

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Meet the Team

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Product Overview

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How Will you Win with KENNA SECURITY

Operational Efficiency Gains & Cost Reduction

Organisations typically fix 10% of their vulnerabilities every month, but cannot accurately and quickly identify which 10% are the biggest risk

Kenna enables:

- Fast aggregation of data across all vulnerability data sources including infrastructure, applications, containers and IOT.
- Accurate, efficient prioritisation of vulnerabilities – fix 3%, or less, that are the highest risk, and confidently ignore the rest.
- Avoid cost of new hires. Re-deploy existing resources.
- Cut remediation time by up to 90%.

Fast ROI

- Ready-built, single RBVM platform with out-of-the box connectors to existing scanners /tools / ticketing systems.
- Scanner/data source agnostic – supports existing and future investments.
- Easy to scale – start small to prove value and grow quickly.

Risk Reduction & Time-Saving Reporting

- Trackable, measurable risk analysis across enterprise.
- Fast risk assessment of newly discovered exploits.
- Can update every 30 minutes.
- Easy to report by asset groups, roles, functions, geographies etc.

SLAs

Often an area of conflict between IT Security and DevOps, customers can leverage a decade of Kenna Security data to establish intelligent, evidence-based SLAs that are based on risk level.

Breakdown of key product portfolio

KENNA.VM

Gain full-stack visibility and show Security and IT teams which infrastructure vulnerabilities they should remediate first.

KENNA.APPSEC

Enable AppSec, Development, and Ops teams to track and prioritise application vulnerabilities by risk.

KENNA.VI

Instant access to a comprehensive database of threat and exploit intelligence-enriched vulnerabilities to answer critical research questions.

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Scenario 1

Customer Challenge:

- Risk reduction project
- Unmanageable volumes of vulnerability data from multiple sources
- Customer unsure how to interpret and prioritise
- Goal to provide risk metrics to the business
- Provide actionable info to remediation teams

Kenna Response:

- Consolidate vulnerability data to Kenna platform
- Provide real world context to vuln data to prioritise
- Risk based reporting
- Access for ops teams to show top fixes

Customer Profile:

- In top 5 UK retailers, strong online presence.
- c. 40,000 employees
- Revenue c. £4bn

Scenario 2

Customer Challenges:

- No visibility of vulnerability risk
- Distributed data sources
- Many IT Ops Teams with challenges around patching
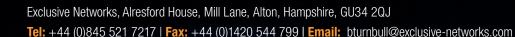- No global picture of risk exposure
- No Exec view

Kenna Response:

- Risk metrics at senior and technical level
- Consolidation of data sources to single place
- Prioritization of vulnerability patching for Ops teams
- Meaningful information for senior execs

Customer Profile:

- European telco and media group.
- c. 30,000 employees
- Revenue c. £13bn

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Partner Programme

KENNA Security

KSPP (Kenna Security Partner Program) delivers a comprehensive set of benefits and sales enablement tools to help partners succeed. KSPP is supported by a global channel team that is committed to helping maximise partner success.

Program Levels

Kenna currently offers two levels of partnership with attractive margins:

Authorized is the entry level with basic requirements to get partners up and running as quickly as possible.

Premium is the next level for partners who are able to commit to annual revenue targets and offers additional product discount and benefits.

Deal Registration

Deal registration via Kenna's Partner Portal protects and rewards partners with increased margin.

Partner Portal

All Authorized and Premium partners have access to Kenna's partner portal which provides the deal registration program, sales resources, marketing information and collateral, and sales enablement materials. Regular partner communications include ongoing partner portal updates, webinars detailing new features updates and sales enablement training.

Marketing Support

Premium partners have access to support from field sales and are invited to participate in Kenna marketing campaigns, industry events and marketing incentives. Co-op funding is available to Premium partners for agreed demand generation activities on a case-by-case basis.

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Services & Training

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Technical and service offering

As a channel-committed organisation Kenna relies on the expertise of its partner community to provide supporting services to customers, such as integrating Kenna into their own security solutions to add value and generate additional revenue, or building comprehensive services and training around Kenna deployments.

Training courses are available

On demand sales enablement and technical training is available to all Kenna partners via the Kenna Security Partner Portal. Additional bespoke training is also provided, currently free of charge, for Premium partners as agreed with your local Kenna Channel Sales Director.

Marketing

- Exclusive networks marketing support
- Vendor marketing resources
- A comprehensive range of marketing resources is available on the Kenna Partner Portal. Co-op funding is available to Premium partners for agreed demand generation activities on a case-by-case basis.

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Meet the Team

To help you realise your Kenna Security business with Exclusive Networks, get in contact with our dedicated team

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