CASE STUDIES E-BOOK:

Customers Who Have Moved from Rapid7® to Tenable®

Global 2000 Company Upgrades to Tenable to Meet Demanding Needs

Large Pharmacy Benefit Management Company

CYBER EXPOSURE PROBLEM

The Global 2000 company sought a flexible and polished VM solution backed by mature services:

- Needed to modify configuration audit templates extensively
- Wanted a solution with excellent quality and usability
- Required capable services and support

PRIOR SOLUTION   Rapid7 InsightVM®

REASONS FOR SELECTING TENABLE

- Dashboards – usability and breadth
- Flexible configuration audit templates
  - *"We're thrilled with Tenable, and so are our IT Operations colleagues"
    – Director, Security Risk Management*
- Efficiency of scan engine
- High-quality, responsive support
  - *"Our Tenable elite support engineer is incredible"*

TENABLE SOLUTION COMPONENTS

- Tenable.sc (formerly SecurityCenter) with Nessus Network Monitor [passive monitoring]
- Tenable.io
- Tenable.io PCI ASV

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Consumer Products Company Adopts Tenable for Enhanced Product and Service Experience

Midsize Manufacturing Company

CYBER EXPOSURE PROBLEM

The company's small security team sought a partner it could trust that could help it become more efficient:

- Prior vendor's support was lacking; tickets did not get addressed and communication was poor
- Product UI was perceived as awkward and issue-prone
- Splunk integration got worse over time

PRIOR SOLUTION   Rapid7 InsightVM

REASONS FOR SELECTING TENABLE

- High-quality, responsive support
- Ease to use UI; training wasn't even necessary
  - o *"Everything is accessible"*
    – Cybersecurity Architect
- Strong agent capabilities
- Asset-based tracking and licensing (useful for multi-IP systems)

TENABLE SOLUTION COMPONENTS

- Tenable.io
- Tenable.io PCI ASV

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Major Australian Bank Chooses Tenable to Power its Future

Australian Bank

CYBER EXPOSURE PROBLEM

The bank sought a strategic VM partner with mature capabilities, the right vision, and quality local support:

- False-positives and false-negatives were hampering the business
- Delay in receiving new vulnerability detections put bank at unnecessary risk
- Interest in container security and passive monitoring called for a new approach

PRIOR SOLUTION   Rapid7 and McAfee®

REASONS FOR SELECTING TENABLE

- Strategic vision and product set (container security, passive, and more)
- Scanning quality
  - *"The bank doesn't suffer false-positives well"*
    – Security Director
- Timeliness of releasing vulnerability detections
- High-quality local support

TENABLE SOLUTION COMPONENTS

- Tenable.sc (formerly SecurityCenter)

+ *Plans to use Tenable.io Container Security and Nessus Network Monitor [passive monitoring]*

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Small VM Team "Punches Above Its Weight" with Tenable

Regional Healthcare Provider

CYBER EXPOSURE PROBLEM

This 1-person VM team sought greater insight, accuracy, and coverage from its VM solution:

- Lack of reporting flexibility made it difficult to manage VM effectively or efficiently
- False-positives wasted other teams' time and hurt Security's credibility
- No ability to safely assess medical equipment

PRIOR SOLUTION   Rapid7

REASONS FOR SELECTING TENABLE

- Reporting flexibility and customization
  - *"I feel like a kid in a candy store"*
    – Director of Cybersecurity
- Scanning coverage and accuracy – fewer false-positives and false-negatives
- Pre-built dashboards and reports
- Safe monitoring of medical equipment via passive network monitoring

TENABLE SOLUTION COMPONENTS

- Tenable.sc (formerly SecurityCenter)
- Nessus Network Monitor [passive monitoring]

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Highly Regulated Company Matures VM Program with Tenable

Insurance and Financial Services Firm

CYBER EXPOSURE PROBLEM

The Security team's expectations grew beyond the capabilities of their VM provider:

- Lack of vendor support responsiveness made it difficult to keep the VM program running reliably
- Delays in receiving new vulnerability detections led to exposure gaps they were not comfortable with

PRIOR SOLUTION Rapid7 Nexpose®

REASONS FOR SELECTING TENABLE

- Focus on and commitment to Vulnerability Management
- Rapid release of new vulnerability detections (e.g., for WebLogic and other Oracle apps)
- Superior compliance and configuration auditing

TENABLE SOLUTION COMPONENTS

- Tenable.sc (formerly SecurityCenter)

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For more information, please visit
www.tenable.com

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