

TENABLE CERTIFICATION PROGRAM

CERTIFICATION OVERVIEW

The Tenable Assure Program is designed to support Tenable partners as you grow your business, sell Tenable products, and achieve competency in our leading-edge Cyber Exposure solutions. Sales certification prepares partner associates to position the range of Tenable solutions, while technical certifications focus on two platforms: the Tenable.sc™ solution for on-prem Vulnerability Management, and the cloud-based Tenable.io® solution. Certification is a critical component of Tenable Assure, providing training that touches every phase of the customer lifecycle and recognition that differentiates your company to customers.

WHY CERTIFY?

Tenable Certification saves partners time and money while enabling improved cybersecurity sales. It is designed to help partners:

- **Build sales and technical competencies** in Cyber Exposure solutions, including integrations with complementary security products.
- **Improve competitiveness.** Certifications drive Assure Medallion Levels and their associated benefits, including purchase discounts that increase with Medallion Level.
- **Extend share of wallet** by offering Quick Start implementation services related to the Tenable.io platform.
- **Differentiate your company** in the cybersecurity market with proven expertise.

This model is role-based, providing exposure to the entire solution lifecycle from sales and demo to integrate, maintain, and grow.

PARTNER CERTIFICATIONS

	CERTIFICATION	PRODUCT	LEARNING PATH	ROLE
SALES	Tenable Certified Sales Associate	Includes all Tenable products	Stage 1 – Working with Tenable Stage 2 – Product Knowledge Stage 3 – Presentation Skills	Account Executive
TECHNICAL	Tenable Certified Pre-Sales Engineer	Select one or both Cyber Exposure deployment models: • Tenable.io® for Cloud VM • Tenable.sc™ for On Prem VM	Stage 1 – Presentation Stage 2 – Overview & Demonstration Stage 3 – Installation & Proof of Value	Sales Engineer
	Tenable Certified Pre-Sales Architect		Stage 4 – Architecture & Integrations	
	Tenable Certified Pre-Sales Integrator		Stage 5 – API/Python Scripting	
	Tenable Certified Quick Start Implementation Engineer		Stage 1 – Industry Knowledge Stage 2 – Product Knowledge Stage 3 – Shadowing	Implementation Engineer
	Tenable Certified MSSP Engineer		Stage 1 – Product Knowledge Stage 2 – API/Python Scripting Stage 3 – Architecture & Integrations	Integration Engineer

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HOW TO CERTIFY

Simply log onto [Tenable University](#) to access the self-driven training catalog and certification exams. Some technical certification may also require live demonstrations and side by side shadowing to demonstrate expertise. Credentials are valid for two years from the date of completion.

MEDALLION REQUIREMENTS

Partners must complete certifications to attain a Medallion Level in the Tenable Assure Program. A single individual may complete multiple certifications. APAC requirements may vary; view this [APAC Data Sheet](#) for specifics.

EDUCATION REQUIREMENT	PLATINUM	GOLD	SILVER
Active Partner starting 1 April 2018 (NOTE: APAC requirements may vary)			
Tenable Certified Sales Associate	4	2	1
Tenable Certified Pre-Sales Engineer (T.io OR T.sc)	5	3	1
Tenable Certified Pre-Sales Architect (T.io OR T.sc)	3	2	0
Tenable Certified Pre-Sales Integrator (T.io OR T.sc)	2	1	0
Minimum Certifications*	14	8	2

Certifications earned prior to 1 April 2018 will be accepted until their expiration, to protect the partners who have already invested to train their associates. Partners have until 1 April 2020 to replace their retired credentials with the new certifications for the purposes of meeting Medallion requirements.

SERVICE DELIVERY REQUIREMENTS

Partners who wish to perform implementation and/or integration services for the **Tenable.io and/or Tenable.sc** platforms must complete these service credentials.

CERTIFICATIONS	INSTALLATIONS	INTEGRATIONS
Tenable Certified Quick Start Implementation Engineer (T.io or T.sc)	1	
Tenable Certified MSSP Engineer (T.io or T.sc)	1	1

A single individual may hold both certifications. These certifications **do not** count towards Medallion Level requirements.

ABOUT TENABLE

Tenable®, Inc. is the Cyber Exposure company. Over 24,000 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 more than 50 percent of the Fortune 500, more than 25 percent of the Global 2000 and large government agencies. Learn more at www.tenable.com.