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
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
  - “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
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
  o “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]
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]
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)
For more information, please visit www.tenable.com