

# Tenable – Addressing the Full Cyber Exposure Lifecycle

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Cyber Exposure Management is an emerging discipline that helps you see, predict and act to address risk across your entire attack surface. Built on the foundations of risk-based vulnerability management, Cyber Exposure Management best practices introduce a common risk-focused and metric-based language that everyone understands—from security and IT Ops to executive leadership and key stakeholders.

## See

Identify and map every asset for visibility across any digital platform.

## Predict

Leverage threat intelligence and business context to predict which vulnerabilities attackers are likely to exploit on assets that matter.

## Act

Remediate or mitigate critical risks and drive process improvement by communicating key metrics.

# The Arrow Services Offering



**Pre Sales**

- Enablement
- Demonstrations
- Consultative Technology Solution Advice



**Assessment**

- Discovery workshops
- Assessments
- Advisory services



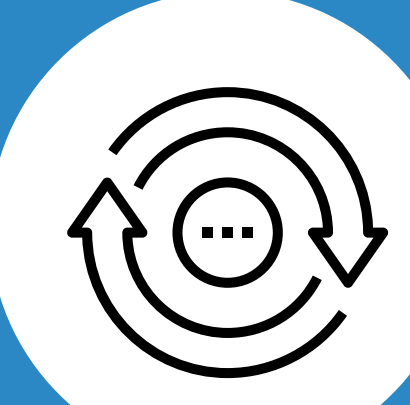
**Project Management Office**

- Delivery management
- Resourcing
- PMO

## Arrow Services

**Installation & Deployment Services**

- Delivery consultants
- Specialist Tools
- Multi Vendor



**Training Services**

- Vendor training
- Cloud services
- Partner on-boarding



**Support Services**

- Guaranteed SLAs
- Margin rich
- Premium restoration
- Global coverage

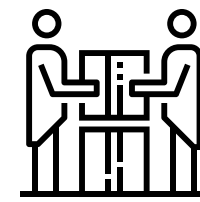


# The Arrow Services Offering (continued)



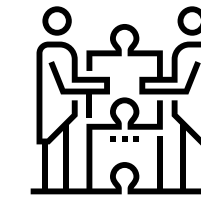
## Pre-Sales

Arrow can enable and support pre-sales engagements, advise on appropriate technology paths and platforms to suit the strategy and then demonstrate a variety of options. Our skilled Pre-Sales team can then offer advice to help select the solution most suited to the business need.



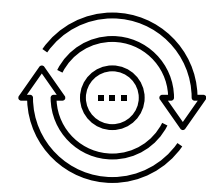
## Assessment

Discovery workshops that facilitate baseline benchmarking in order to assess current state and determine optimised changes are available through our assessment and advisory services. This includes administering assessment software if applicable. Highly expert team available to support across the entire technology landscape.



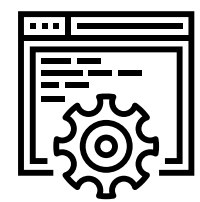
## Project Management Office (PMO)

Arrow PMO can facilitate resourcing and delivery management. This includes the full project lifecycle from initiation, through planning and then resourcing execution. In addition to managing multiple project stakeholders and the budget through each project and phase of works.



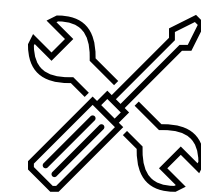
## Installation and Deployment Services

Experienced delivery professionals equipped with specialist tools to help with bringing the strategies to life. Across multiple vendors, installation and deployment services are managed through the full project lifecycle.



## Training Services

With over 5000 courses available for both end-users and channel partners, Arrow can help prepare technology professionals for operational competence as well as vendor certification.



## Support Services

Leverage Arrow's highly experienced and certified staff and partners for local support on a global scale that includes, but not limited to hardware break-fix, underscored by excellent and measurable customer satisfaction. Industry leading SLAs offered and a truly customer first approach to delivery.

# Tenable Services

## Cyber Exposure Workshop

This Workshop helps you optimise your Tenable solution, minimise your Cyber Exposure gap and reduce the cyber risk to your business. Arrow's Professional Services experts ensure your vulnerability management programme is operating at full strength. Through on-site interaction with our team we will help you reduce your cyber risk quickly. You will have increased visibility and overall assurance that your security controls are effective. During an on-site engagement we will work with you to:

- Clarify overall goals of your vulnerability management program.
- Document your current and desired security posture.
- Identify steps needed to get your vulnerability management programme to its desired state.
- Align your business objectives with your operational model.
- Show you how your Tenable solutions integrate with your existing infrastructure.

When the service concludes, you will have a custom-built roadmap and operating plan for your vulnerability management program, designed specifically to meet your security and business objectives.

## Tenable Health Check Services

When you engage Arrow's Professional Services to perform your Health Check, we will work with you to understand how your security team uses the Tenable solution to meet your business goals and how it fits into your organisation's overall security model. We will also help you fine-tune many different aspects of your deployment. These include solution performance, resource usage, configuration, scan policies, reports and dashboards, and storage. If you have deployed Tenable.sc (formerly SecurityCenter) Continuous View, your Log Correlation Engine (LCE) and Nessus Network Monitor sensors will be included in the review. The types of tasks performed can include:

- Performance and Resource Use
- Asset Lists
- Vulnerability Analysis
- Reports and Dashboards
- Nessus Network Monitor (NNM)
- Configuration
- Scan Policies
- Vulnerability Prioritisation
- Log Correlation Engine

## Tenable Migration Services

Arrow's Professional Services can tailor a migration engagement specific to your needs and objectives. We start by understanding your business objectives and desired outcomes: where you are today and where you need to be. Then, we apply our proven methodology to get you there. We offer a full cycle of services that include design, training, best practices, implementation, integration and support.

- Assessment, Plan and Design – Conduct a Cyber Exposure Advisory Workshop, our industry experts ensure your vulnerability management program is operating at full strength.
- Product Training – Provide hands-on instructor-led classes to ensure you understand all the product capabilities
- Process Best Practices – Ensure your team is achieving maximum value from the Tenable solution
- Implementation and Operation – Configure the solution to your specific business needs and ensure all previous elements are translated into our solution
- Integration and Automation – Incorporate new and existing technologies
- Ongoing Support – Access a variety of support options to maximize realized value

## Next steps

Contact [ConsultancyBooking@ecs.uk@arrow.com](mailto:ConsultancyBooking@ecs.uk@arrow.com) to enquire about any of these services.

[Learn More](#)

## Get more details

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**ARROW**  
Five Years Out

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