Vendor Program Overview

Tenable Network Security is a privately held company founded in 2002 by security product innovators Ron Gula, Renaud Deraison and Jack Huffard. Together with Tenable CSO, Marcus Ranum, they have developed a Unified Security Monitoring approach based on the award winning Nessus scanner for securing enterprise networks worldwide.

Tenable provides a suite of solutions that unify real-time vulnerability, event and compliance monitoring into a single, role-based interface for administrators, auditors and risk managers to evaluate, communicate and report needed information for effective decision making and systems management.
Tenable is the source of the Nessus vulnerability scanner, the most widely distributed and utilized scanner in the world. Tenable has pioneered and continues to innovate a unique Unified Security Monitoring approach, revolutionizing the way enterprises are monitoring (gathering, evaluating, communicating and reporting) security and compliance information.

Tenable's award-winning products are agentless enterprise-class solutions – designed for the continuous monitoring of vulnerabilities, configurations, data leakage, log management and compromise detection, used by thousands of organizations, large and small, around the world.

Key Products
Nessus ProfessionalFeed
Nessus Perimeter Service
Power Auditor Bundle
Internet Auditor Bundle
Complete Auditor Bundle
Tenable Nessus Vulnerability & Compliance Auditing
Tenable Certified Auditor Exam

Maintenance/Support
There is 1 year standard support on all Tenable Licensing.

Media
Media is all downloadable.

Authorization Requirements
No authorization is required to purchase Tenable Products. However becoming a registered partner of Tenable will authorize you to additional discounts

Ordering Requirements

To assure prompt processing of your Tenable purchase, please be sure to include the following information when placing your order with us:

1. PO number
2. End-user agency/organization name
3. End-user shipping street address, city, state and zip code
4. End-user contact name - first and last name required
5. End-user contact phone number
6. End-user contact email address (email domain must match business name)
7. Customer ID# (For renewals or add on licensing to existing end user)

Product Delivery

Typical turnaround time for all Tenable orders is 4 to 8 business hours

Renewals

For all Maintenance Support Renewals please email Tenablesales@ingrammicro.com, listing the products you want to have renewed, as well as the End Users Customer ID#, this information is required for all renewals

Pricing Programs

Pricing is done on a partner tier basis. There are currently 3 pricing levels ranging from Tier 1 to Tier 3. All non-registered partners receive Tier 3 pricing.

Important Notes

Currently the Security line of products is still being taken direct by vendor. More Tenable products will be moved over into channel in the future.