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Desk hours - 8:30-8:00 Eastern

Market Development – Jetson Bryant

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[www.tenable.com](http://www.tenable.com)

## **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 for 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](mailto: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 nonregistered 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.

## **Returns Overview**

Once the Activation Code on licenses has been registered, the product cannot be returned. If unregistered, returns can be made within 30 days of purchase date, however, a restocking fee will be charged.

To request a return, please contact us with the following information:

- Your Ingram account number
- Your PO #
- Ingram Order number
- SKU of product to be returned
- Quantity (please note—the entire quantity must be requested for return-no partials)
- Reason for Return

Please contact our licensing desk with any questions.

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