NESSUS PRO TO EXPERT UPSELL

Building on the brand equity of Nessus, you can create new opportunities for your customer base by selling Nessus Expert. Position Tenable as their trusted strategic advisor and partner to help them make informed decisions about how to improve the effectiveness and efficiency of their Vulnerability Management program. See the [Nessus Expert Partner Summary](#) for more details.

ELEVATOR PITCH

The Nessus brand is the industry's most recognized vulnerability scanner. Nessus Expert builds upon that legacy by becoming the first Vulnerability Assessment solution for complete visibility across the modern day attack surface. Nessus Expert helps pen testers, consultants, developers, and SMBs understand risk beyond traditional IT assets by assessing Infrastructure as code (IaC) deployments and the evolving risk of unknown, external assets exposed to the internet.

CUSTOMER CHALLENGES

I'm a consultant/pentester. How does this help me and my customer?
Having the ability to understand vulnerabilities in code and to gain visibility into your customers' internet facing attack surface is a good way to differentiate yourself and provide additional value for them.

How are you ensuring that you are mitigating those vulnerabilities in code before deployment? Are you aware of all external facing/internet connected assets? How do you inventory your external facing/internet connected assets?
Use Nessus to discover, assess and audit IT and cloud environments, along with discovering unknown Internet-connected assets.

QUESTIONS TO ASK

IaC
- How are you currently identifying the security risk in your cloud environment workloads and infrastructure?
- How do you identify security vulnerabilities in cloud infrastructure repositories before they are deployed to production?
- What would be the impact of having to address a new security vulnerability once in production (runtime)?

EASM
- Are you aware of all external facing/internet connected assets?
- How do you accurately inventory your external facing/internet connected assets?
- How do you address the mitigation of security vulnerabilities contained in your internet connected assets?

IDEAL CUSTOMER PROFILE

Who to look for:
- [The SMB Security Admin](#): The individual responsible for vulnerability assessment in a small and medium-sized business.
- [Pen Tester](#): Professional pen testers find vulnerabilities in network and computer systems, demonstrate the exploits those weaknesses might cause and aid organizations in mitigating or eliminating the flaws in question.
- [Consultant](#): Consultants help clients of all kinds – enterprises, small businesses and everything in between, across all industries – identify and properly address cyberthreats.

Opportunities to look for:
- Customers that renewed Nessus Pro or are using it for more than 6 months.
- Orgs with 1 > Nessus Pro License/Manager

COMPETITIVE INTEL

SpectralOps
Leading enterprises use Reposify to gain unparalleled visibility of their internet-facing assets and actionable security insights to protect their digital footprint. With SpectralOps close at hand, IT professionals don't have to go the extra mile assessing the software development lifecycle (SDLC) for security gaps.

Randori
The solution prioritizes your digital resources using the innovative Target Temptation system so that you know what to protect first.

BENEFITS OF UPGRADING

Nessus Expert delivers the following capabilities upon the Nessus Professional Offering:

Scan Infrastructure as code:
Establish guardrails in automated GitOps and CI/CD processes that ensure secure deployments with minimal effort.

External Attack Surface Management:
Scan domains to find and understand associated sub-domains.

Key Benefits:
- Take advantage of a trusted solution to expand into cloud and attack surface management.
- Provide a more comprehensive and thorough assessment for their customers for a differentiated service offering.
- Simplify analysis and reporting capabilities by using a single product to assess the modern attack surface.
- Combine traditional IT, Infrastructure as Code (IaC) and external attack surface management all within one tool

CONTENT TO SHARE

Datasheet

Nessus Web Page

Nessus Expert Demo Video

Product Education Videos

PARTNER RESOURCES

Nessus Expert Partner FAQ

- Translated FAQs: Latin Spanish, Brazilian Portuguese, French, German, Italian, Polish, Japanese Simplified Chinese

Nessus Expert Enablement Video

- Translated Videos: Latin Spanish, Brazilian Portuguese, French, German, Italian, Polish, Japanese, Simplified Chinese

Nessus Expert Enablement Deck

EMAIL TEMPLATE

Hi [Name]

I have been talking with Tenable, one of our top security partners.

Their solution, Nessus Expert, has some significant enhancements and advantages to Nessus Pro like WAS (Web Application Scanning), EASM (External Attack Surface Management), and the ability to Scan Infrastructure as Code (IaC) Repositories.

Whether your team is short on budget, short staffed, or short on time, Nessus can help stay on top of vulnerabilities, customizing comprehensive scans to meet unique business needs. It's easy to use, easy to deploy, and cost effective.

If you are looking for something more, they also offer advanced enterprise solutions for the prioritization of critical risks, improvement of process maturity, and holistic organizational hardening, essential for eliminating dangerous blind spots.

If you'd like more information or a quote please let me know!

[Rep Email Signature]