

# 2021 TENABLE ASSURE PARTNER PROGRAM

## NORTH AMERICA OVERVIEW

### A STRATEGIC PARTNERSHIP

Tenable is one of the only companies in the cybersecurity industry that has built its business on a partner-first model. We designed our partner program to ensure that Tenable's own sales team supports you in generating new business. Our team is laser-focused on your success and we understand that mutual success drives mutual reward. As a Tenable partner, you'll have a significant opportunity to become trusted security advisors for all your accounts, creating relevance for your security practice and giving you the edge you need to deliver world-class IT and OT security solutions while increasing your bottom line.

The Tenable Partner Ecosystem is where it all starts. This includes distributors, resellers, managed security service providers, systems integrators, and technology alliances with other leading global technology providers. Our partnerships are strategic, and when we combine our expertise, we're unstoppable. Tenable positions your business for even more growth and profitability.

### CYBER EXPOSURE: DEFEND THE MODERN ATTACK SURFACE

Organizations of all sizes are embracing digital transformation, resulting in an explosion of new platforms, devices and approaches including cloud, SaaS, mobile, IoT, OT and DevOps. The modern cyber attack surface is no longer just a laptop or server, but is now a complex mix of connected devices, services and computing platforms which is constantly expanding and contracting. The failure of old tools and one-size-fits-all approaches to scanning the network for vulnerabilities which were designed for the old world of traditional IT means that most organizations can't keep pace with modern assets, creating a massive gap in an organization's ability to understand and accurately represent its Cyber Exposure at any given time. Organizations need a new way to get the visibility and focus required to close the Cyber Exposure gap against the modern attack surface.

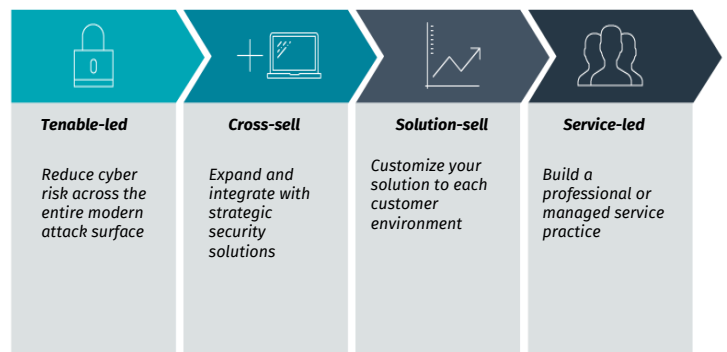
Tenable is the Cyber Exposure company. We help organizations of all sizes accurately understand and reduce their cyber risk across the entire modern attack surface. You may know us as the creator of Nessus, the world's most widely deployed vulnerability scanner. We have built our deep knowledge and expertise in understanding assets, networks and vulnerabilities into Cyber Exposure platforms for cloud (Tenable.io®) and on-prem (Tenable.sc™) to provide live visibility into any asset on any computing platform.

### PARTNER LEVELS AND BENEFITS



### ASSURE YOUR SUCCESS WITH TENABLE

The Tenable Assure™ Partner Program offers multiple ways to build your profitability. Partners can build a Tenable practice, cross-sell Tenable integrations with other security vendors, upsell to our 1.6 million+ users, and leverage Tenable to build your service business.



To help you do this effectively, we equip you with the right training, the right solutions, complete collaboration with our sales team, and the deep marketing expertise you need to become true business partners with Tenable.



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We invest in our partners' success. Our partner program offers significant financial rewards to partners who build competency and sales of Tenable solutions. We protect your investment with deal registration and consistent requirements, including sales and technical certifications. And we're committed to making it easy to do business with us.

### TENABLE PARTNER REQUIREMENTS AND BENEFITS

Benefits	Platinum	Gold	Silver	Bronze
<b>Discounts for Registered Sales+</b>				
Channel In Software	35%	30%	20%	10%
Channel Out Software	20%	15%	10%	5%
Nessus Software	20%	15%	10%	5%
MSSP discount ++	45%	40%	30%	20%
Services discount	10%	10%	10%	10%
Training discount	7%	7%	7%	7%
Hardware discount	10%	10%	10%	10%
Nessus Renewal discount	15%	10%	5%	5%
Non-Registered Sale	5%	5%	5%	5%
Special pricing discount	Negotiated per Opportunity			
<b>Certification</b>				
Free on-demand training	✓	✓	✓	✓
Free Sales & Pre Sales certification	✓	✓	✓	✓
Service Delivery training	At Partner Cost			
<b>Marketing</b>				
Joint marketing funds & event support	Approved Business Case			
Partner Locator on Tenable.com	✓	✓	✓	
Branding, logos & partner newsletters	✓	✓	✓	✓
<b>Support</b>				
Tenable Channel Sales Manager assigned	✓	✓		
Demo/Lab Equipment	✓	✓	✓	✓
+ Discounts below apply to list pricing and <b>are not cumulative</b> .				
++ MSSP must own license for extra discount to apply.				

Requirements	Platinum	Gold	Silver	Bronze
<b>Financial</b>				
Signed Tenable Partner Agreement	✓	✓	✓	✓
Approved Credit Application	✓	✓	✓	✓
Annual Volume Commitment (Channel In or Total Rev) *	\$600k or \$2000k	\$150k or \$500k	\$60k or \$200k	\$0
<b>Certification</b>				
Certified Sales Associate (VM or OT)	4	2	1	0
Certified Sales Engineer (VM or OT)	5	3	1	0
Certified Delivery Engineer (T.io, T.ot or T.sc)	Optional			
<b>Total Certifications **</b>	<b>9</b>	<b>5</b>	<b>2</b>	<b>0</b>
<b>Marketing</b>				
Joint Marketing Plan (Rolling)	6 Month	3 Month		
Marketing Resources	✓	✓		
<b>Support</b>				
Field Sales Team	✓	✓	✓	
Demo/Lab Equipment	✓	✓	✓	
<b>Business</b>				
National/International Coverage	✓			
Executive Sponsorship	✓	✓		
Regional Coverage/Specialization	✓	✓	✓	
Quarterly Reviews	✓	✓		
<b>Registration</b>				
Channel In Opportunity	Partner brings deal to Tenable			
Channel Out Opportunity	Tenable brings deal to partner			
* Volume commitments are both based on Annual Contract Value.				
** One individual can hold multiple certifications				

Tenable®, Inc. is the Cyber Exposure company. Over 30,000 organizations around the globe rely on Tenable to understand and reduce cyber risk. As the creator of Nessus®, Tenable extended its expertise in vulnerabilities to deliver the world's first platform to see and secure any digital asset on any computing platform. Tenable customers include more than 50 percent of the Fortune 500, more than 30 percent of the Global 2000 and large government agencies. Learn more at [www.tenable.com](http://www.tenable.com).