Rethinking Tenable?

10 reasons why InsightVM is worth the switch

1 We're in it for the long game

Rapid7 partners with customers to achieve their security goals and advance their programs—not just scan assets, patch vulnerabilities, and repeat.

In [The Total Economic Impact™ Of Rapid7 InsightVM](#), Forrester found that InsightVM customers who switched from other vulnerability risk management (VRM) vendors see a **342% return on investment** over three years and a significant decrease in cybersecurity incidents and spend.

2 Less prediction, more certainty

The Real Risk score in InsightVM assesses and prioritizes risk based on its potential impact to your organization and what attackers are actively doing in the wild. It not only factors in CVSS, but also malware and exploit exposure (via Metasploit and Exploit DB), exploitability, and vulnerability age.

Tenable touts its ability to determine the 3% of vulnerabilities most likely to be exploited in your environment, but what Tenable doesn't tell you is that this index does not factor in your unique business context.

3 Know and communicate your impact

Unlike Tenable, InsightVM lets you track your efforts against Goals and SLAs—key metrics and KPIs that help demonstrate your team's value to the security of your organization. Additionally, Remediation Projects in InsightVM identify individual steps that can reduce the most risk and inform you of how efficiently issues are resolved. The results can then be communicated to various stakeholders in a number of pre-built and customizable reports and dashboards.

4 We're 100% committed to service and stand behind our products

Both Rapid7 and Tenable publish SLAs and guarantee 99.95% uptime. However, on the off-chance our system availability drops, only Rapid7 offers up to 100% service credit of the prorated monthly fee paid. Tenable caps service credits at a mere 10%.

5 You can't protect what you can't see

Ever had a department within your organization spin up a server using your domain name without going through the proper channels, or experienced uncertainty about how your attack surface changed following a merger or acquisition? Most vendors—including Tenable—don't provide you with the level of visibility needed to address these challenges in an actionable or timely manner.

InsightVM directly integrates with Project Sonar to scan the public internet and gain insights into global exposure to common vulnerabilities, giving you a pulse on all of your external, internet-connected assets— both known and unknown.

6 Security is too complex for point solutions

At Rapid7, we offer a simpler, unified line of sight across our best-of-breed solutions with the Insight cloud. For example, the Insight Agent can be shared across InsightVM and InsightIDR, a Leader in the 2020 Gartner Magic Quadrant for SIEM, giving our customers a holistic view of assets and the users behind them.

Tenable's own products—Nessus, Tenable.sc, and Tenable.io—don't augment each other, causing many customers to purchase more than one product to accomplish standard tasks.

7 Automation that lets you remediate with speed and control

In addition to the streamlining provided by Remediation Projects, InsightVM integrates with patch management tools to expedite your remediation process and even offers Automation-Assisted Patching. In The Total Economic Impact™ Of Rapid7 InsightVM, Forrester Consulting found that customers who switch to InsightVM experience a 60% reduction in patching efforts.

Tenable can give you a view of your patching systems, but it cannot orchestrate these systems to patch issues in a timely, automated way.

8 We're the silver lining to your cloud

With direct integrations across the Insight cloud, Rapid7 is uniquely positioned to provide full visibility of your cloud-based infrastructure and enhance your overall cloud security posture.

The integration with AWS Security Hub automatically shares vulnerability findings related to AWS assets, giving IT, and DevOps teams instantaneous visibility into potential risk vectors in their cloud environment. While Tenable's integration ends here, we're able to close the loop with InsightConnect, letting you take action on findings in Security Hub.

9 Nickel and diming isn't our style

InsightVM is priced based on the number of assets in your environment, and offers full functionality with perks such as container scanning, threat feeds, flexible dashboards, compliance scanning, and policy assessment at no additional cost.

Tenable Nessus is a common entry point for those getting started with vulnerability management because of its low cost, but users learn its limitations quickly, often having to upgrade to Tenable.io at 10 times the cost. Even Tenable's SecurityCenter offering can't accommodate for organizations supporting a remote workforce.

10 Visibility that empowers you to be proactive

InsightVM makes it easy to collect information across your changing network. This includes other components of your tech stack, such as VMWare, AWS, Microsoft Azure, and the automatic detection of new devices that join your network.

Unlike Tenable, which passively monitors and displays every piece of network traffic, we identify the changes that truly impact your surface area and risk posture. Forrester Consulting found that customers who switch to InsightVM see a 22% reduction in false positive alerts.

"Retina, Nessus, Tenable, you name it, I've used it. I wanted something that gave a more complete view of the risk in our organization."

Director of Information Security

Healthcare Company

Start your free 30-day InsightVM trial:

www.rapid7.com/try-vs-tenable