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TENABLE EQUIPS CHANNEL INDUSTRY TO SEE, PREDICT AND ACT ON CYBER RISK



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Tell us more about your partnership with iValue and how does the partnership enhance your tech and business capabilities?

Partners are the essence of Micro Focus' business strategy and our Channel Partner Program provides partners a greater opportunity to drive more revenue through portfolio specialization and cross-sell potential, to grow and exp

What are the core competencies of Tenable and how are you geared to serve the industry given cybersecurity is now a boardroom discussion?

We help organisations see, predict and act to address risk across their entire attack surface. As organisations in India continue to adopt cloud-based technologies to operate a distributed workforce, security needs to be at the forefront. New technologies mixed with traditional IT systems consist of data silos and outdated operational processes which makes scanning for vulnerabilities more complex. This is because legacy approaches weren't designed to handle an attack surface of this size and complexity. As a result, organisations can completely miss high-risk vulnerabilities across their dynamic environments.

In a recent study by Forrester Consulting commissioned by Tenable, 97 per cent of Indian organisations suffered at least one business-impacting cyberattack over the past 12 months. To improve security in this expanded environment, a risk-based approach to vulnerability management enables security teams to see, predict and act on the vulnerabilities and assets that matter most while also deprioritising the vulnerabilities that are unlikely to be exploited. These insights also help CISOs communicate cyber risk to the C-suite and Board in a way that fosters a business-based dialogue for better, more informed decision making.

As new technologies emerge, cybersecurity is also growing at a rapid rate. How Tenable is addressing the gap?

The reality facing India today is that, with any new technology adoption, bad actors will test the resilience of an organisation's cyber defences. Digital transformation has created a complex computing environment of Cloud, DevOps, mobility, and IoT, where everything is connected as part of the new, modern attack surface. This expanding attack surface has given rise to an unrelenting barrage of vulnerabilities.

Yet, many organisations still rely on legacy tools and processes that are inadequate to navigate threats in today's dynamic computing environment. As a result, organisations struggle at every step to gain visibility into a constantly changing threat landscape preventing them from confidently managing and reducing cyber risk. We are bridging this gap by providing organisations with complete and continuous visibility of all their assets across any computing platform.

Can you share the GTM strategy for India business and how Tenable is integrating the partner eco-system within the business?

The Tenable Assure Partner program is a partner-first program. Partners are supported with regular business planning sessions, enablement, training certifications and dedicated marketing support to generate valuable leads for their sales teams. We treat partners as an extension of our sales team, helping them identify and qualify opportunities.

On the technology front, Tenable has bolstered its MSSP offering designed to provide customers the flexibility of choosing strategic, cost-effective solutions and custom services to help them manage, measure and reduce their cyber risk.

What are the key considerations for your partner program?

OUR POLICIES ARE DESIGNED WITH THE FOLLOWING IN MIND:

Long-term partnerships: We continue to invest time and resources into our Tenable Assure Partner Program, which positions partners to build long-term, consultative relationships with customers.

Protection: Our partner program provides long-term protection for partners by registering all enterprise and commercial deals and helping partners build predictable annual revenue by protecting incumbent partners at renewal.

Training: We focus efforts on increasing our depth of partner training and certification, ensuring that they have the technical expertise to provide customers with world-class service.



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Tenable, world's first Cyber Exposure platform and pioneer in IT Vulnerability Management is committed to helping organizations of all sizes manage, measure and reduce their cyber risk - and close the Cyber Exposure gap in collaboration with India's leading Technology Aggregator, iValue InfoSolutions.

What new solutions has Tenable announced to help the industry with vulnerability management?

We recently announced Frictionless Assessment, a revolutionary new approach to vulnerability management for cloud assets. Frictionless Assessment instantly and continuously assesses cloud environments without organisations having to manually scan or deploy an agent. As COVID-19 has vastly accelerated adoption of cloud technologies, this capability will be key for organisations to maintain the security of their cloud assets. New Tenable Lumin™ innovations enable organisations to predict which vulnerabilities pose the greatest risk so they can prioritise effectively. The new capabilities will help CISOs effectively manage, measure and reduce cyber risk.

We also released Tenable.ot 3.7, which now integrates with Nessus Professional to help organisations secure both IT and operational technology (OT) devices in converged environments. For the first time, customers can use a single solution — Tenable.ot — for unmatched visibility and control to secure IT assets alongside OT systems and reduce their cyber risk in converged, modern environments.