

# 2018 Tenable Certification Program

## Certification Overview

The Tenable Assure Program is designed to support Tenable partners as you grow your business, sell Tenable products, and achieve competency in our leading-edge Cyber Exposure solutions. Certification is a critical component of Tenable Assure, providing training that touches every phase of the customer lifecycle and recognition that differentiates your company to customers.

## Why Certify?

Tenable Certification saves partners time and money while enabling improved cybersecurity sales. It is designed to help partners:

- **Build sales and technical competencies** in Cyber Exposure solutions, including integrations with complementary security products.
- **Improve competitiveness.** Certifications drive Assure Medallion Levels and their associated benefits, including purchase discounts that increase with Medallion Level.
- **Extend share of wallet** by offering Quick Start implementation services related to the Tenable.io platform.
- **Differentiate your company** in the cybersecurity market with proven expertise.

This model is role-based, providing exposure to the entire solution lifecycle from sales and demo to integrate, maintain, and grow.

## Partner Certifications

	Sales	Technical		
<b>Certification</b>	Tenable Certified Sales Associate	Tenable Certified Pre-Sales Engineer	Tenable Certified Quick Start Implementation Engineer	Tenable Certified MSSP Engineer
<b>Role</b>	Account Executive	Sales Engineer	Implementation Engineer	Integration Engineer
<b>Learning Paths</b>	<b>Stage 1</b> – Working With Tenable <b>Stage 2</b> – Product Knowledge <b>Stage 3</b> – Presentation Skills	<b>Stage 1</b> – Presentation <b>Stage 2</b> – Demonstration <b>Stage 3</b> – Proof of Value <b>Stage 4</b> – Architecture & Integrations <b>Stage 5</b> – API/Python Scripting	<b>Stage 1</b> – Industry Knowledge <b>Stage 2</b> – Product Knowledge <b>Stage 3</b> – Shadowing	<b>Stage 1</b> – Product Knowledge <b>Stage 2</b> – API/Python Scripting <b>Stage 3</b> – Architecture & Integrations

## Service Delivery Requirements

Partners who wish to perform implementation and/or integration services for the **Tenable.io platform** must complete these service credentials.

A single individual may hold both certifications.

These certifications do not count towards Medallion Level requirements.

Certification	Installations	Integrations
Tenable Certified Quick Start Implementation Engineer (Stage 3)	1	
Tenable Certified MSSP Engineer (Stage 3)	1	1

## Medallion Requirements

Partners who wish to attain a targeted Medallion Level in the Tenable Assure Program must complete these certifications.

Education Requirement	Platinum	Gold	Silver
Active Partner starting 1 April 2018			
Tenable Certified Sales Associate	4	2	1
Tenable Certified Pre-Sales Engineer			
SE Stage 3	5	3	1
SE Stage 4	3	2	
SE Stage 5	2	1	
<b>Minimum Certified Individuals*</b>	<b>9</b>	<b>5</b>	<b>2</b>
Active Partner on or before 31 March 2018			
Tenable Certified Sales Associate	4	2	1
Tenable Certified Nessus Engineer	2	1	1
Tenable Certified SCCV Engineer	2	1	0
<b>Minimum Certified Individuals*</b>	<b>8</b>	<b>4</b>	<b>2</b>

\* A single individual may complete multiple Stages and Certifications

Credentials that are earned prior to 1 April 2018 will be accepted until their expiration, to protect the partners who have already invested to train their associates. Partners have until 1 April 2020 to replace their current credentials with the new certifications for the purposes of meeting Medallion requirements.

## How to Certify

Simply log onto [Tenable University](https://tenable.com/tenable-university) to access the self-driven training catalog and certification exams. Some technical certification may also require live demonstrations and side by side shadowing to demonstrate expertise. Credentials are valid for two years from the date of completion.

## About Tenable

Tenable is the Cyber Exposure Company. Over 24,000 organizations of all sizes around the globe rely on Tenable to manage and measure their modern attack surface to accurately understand and reduce cyber risk. As the creator of Nessus, Tenable built its platform from the ground up to deeply understand assets, networks and vulnerabilities, extending this knowledge and expertise into Tenable.io to deliver the world's first platform to provide live visibility into any asset on any computing platform. Tenable customers include more than 50 percent of the Fortune 500, large government agencies and midsize organizations across the private and public sectors. Learn more at [tenable.com](https://tenable.com).



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