

are Better Together.

Proactive Exposure Management across the Modern Attack Surface

28th Annual VIPPS – Victoria, BC – March 4th, 2026



Today's Presenters



Andy Cheng
Enterprise Territory Manager –
Western Canada



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Vulnerability Management
Specialist, Service Delivery

The Security Continuum

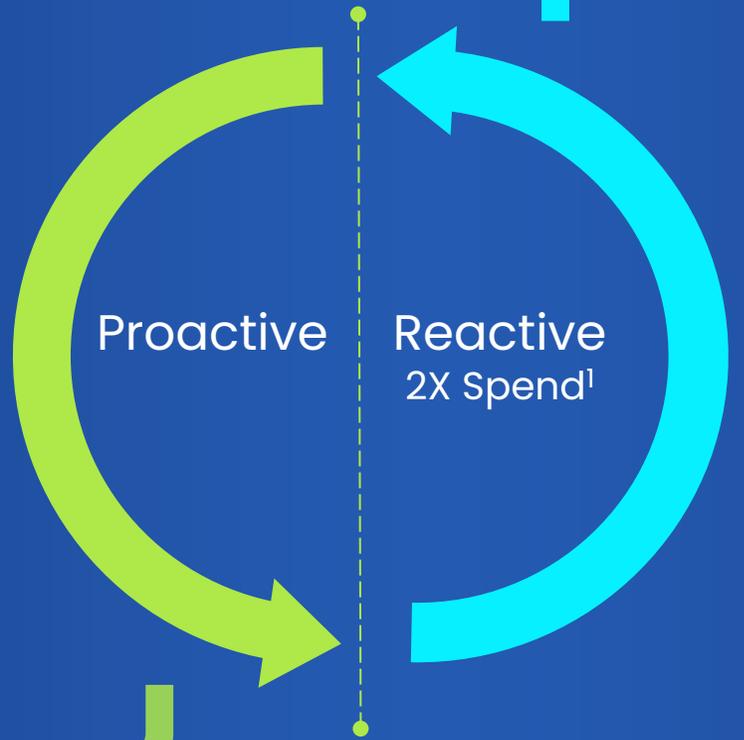


Exposure Management

Shrink the attack surface & provide critical context to proactively act on exposure

3X less likely to suffer a breach³

Breach Line



\$ 4.88 Million / breach²
Brand / Revenue / Clients / Penalties / Lawsuits

Breach Management

Identify active threats & incidents to minimize material impact

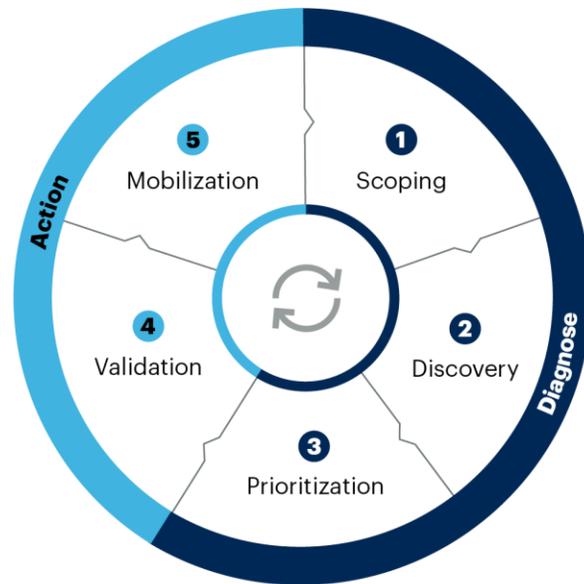
- CISA: 72 Hours
- NIS2: 72 Hours
- GDPR: 72 Hours
- SEC: 96 Hours

Let's back it *way* up.

Gartner defines CTEM as a Program

...not a platform

5 Steps in the Cycle of Continuous Threat Exposure Management



gartner.com

Source: Gartner
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Gartner

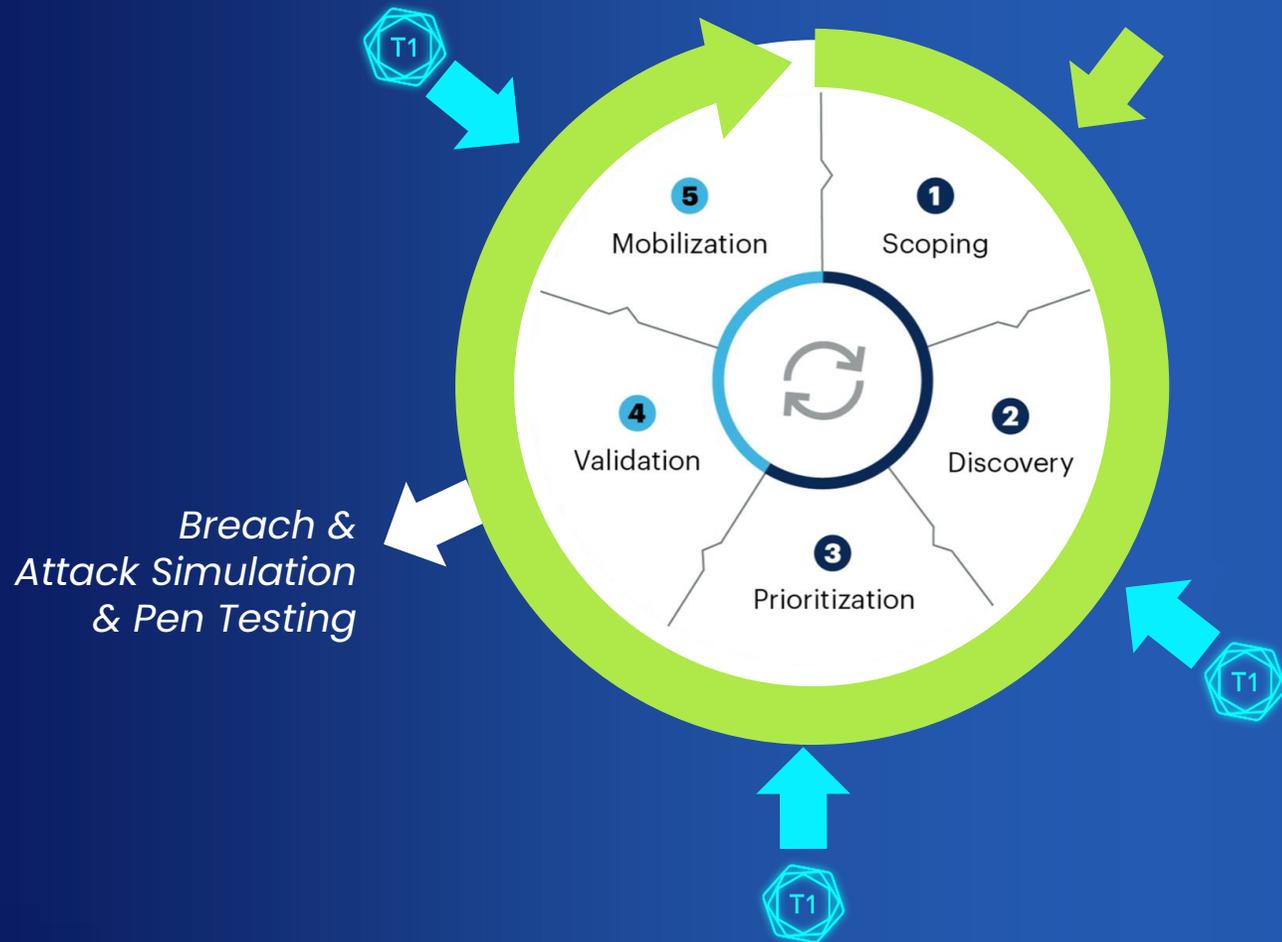
Continuous Threat Exposure Management (CTEM)

Set of processes and capabilities that allow enterprises to **continually** and consistently evaluate the accessibility, exploitability and **exposure** of an enterprise's digital and physical assets.

Did you know?

Gartner's first published use of EM was in **2022**, with CTEM starting in **2021**.

Tenable One is an Exposure Management Platform



Exposure Assessment Platform (EAP)

EAPs identify assets and risks across the attack surface, prioritize risk based on likelihood of exploit and impact, and enable action to close exposure.

EAPs focus primarily on 3 CTEM steps:

- *Discovery: Inventory, Risk Detection*
- *Prioritization: AES, APA, Exposure Signals*
- *Mobilization: Exposure View, Orchestration*

I thought Tenable = VM?

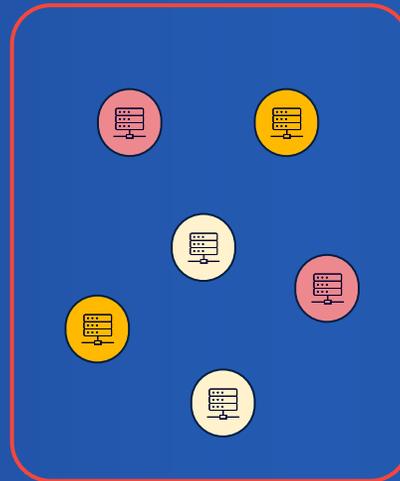
The Maturity Journey



Vulnerability Management

- Siloed view
- No context
- Industry standard scoring

VM



The Maturity Journey

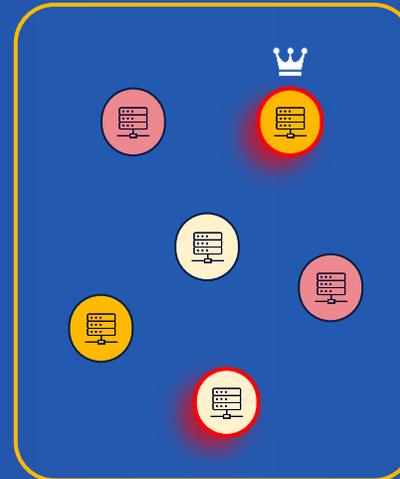


RBVM

Vulnerability Management

Risk-Based Vulnerability Management

- Business context
- Threat intelligence



The Maturity Journey



RBVM

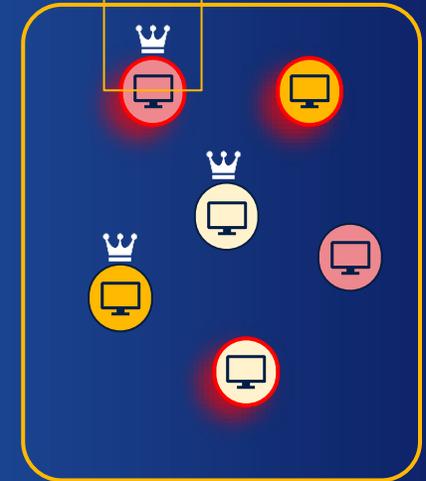
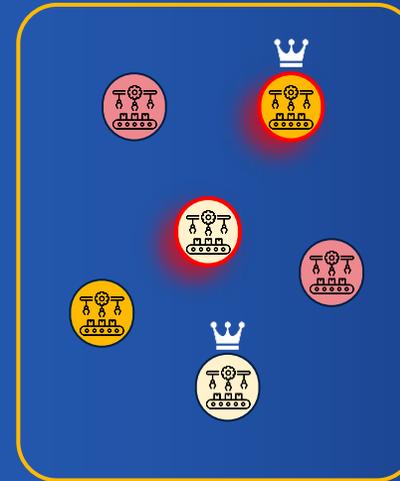
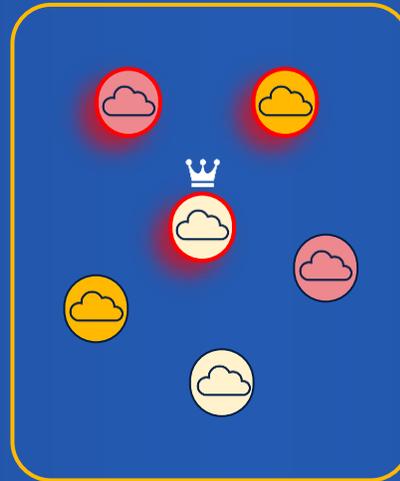
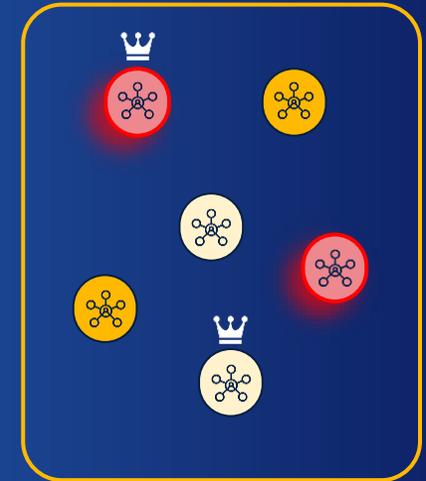
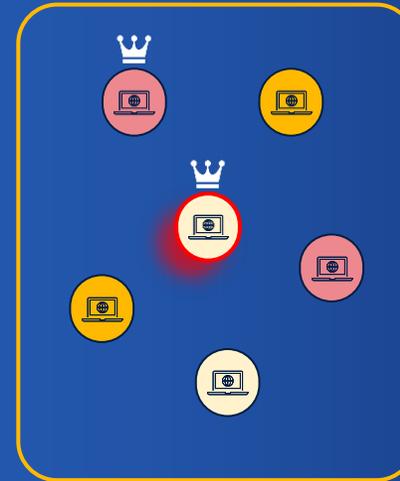
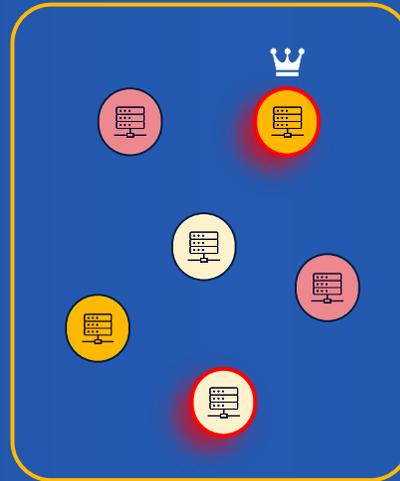
Web?

Identity?

Vulnerability Management

Risk-Based Vulnerability Management

- Business context
- Threat intelligence



Cloud?

OT/IoT?

AI/LLMs?

The Maturity Journey



Vulnerability Management

Risk-Based Vulnerability Management

Unified Vulnerability Management

- +
- Holistic view
- All assets
- All risk types



The Maturity Journey



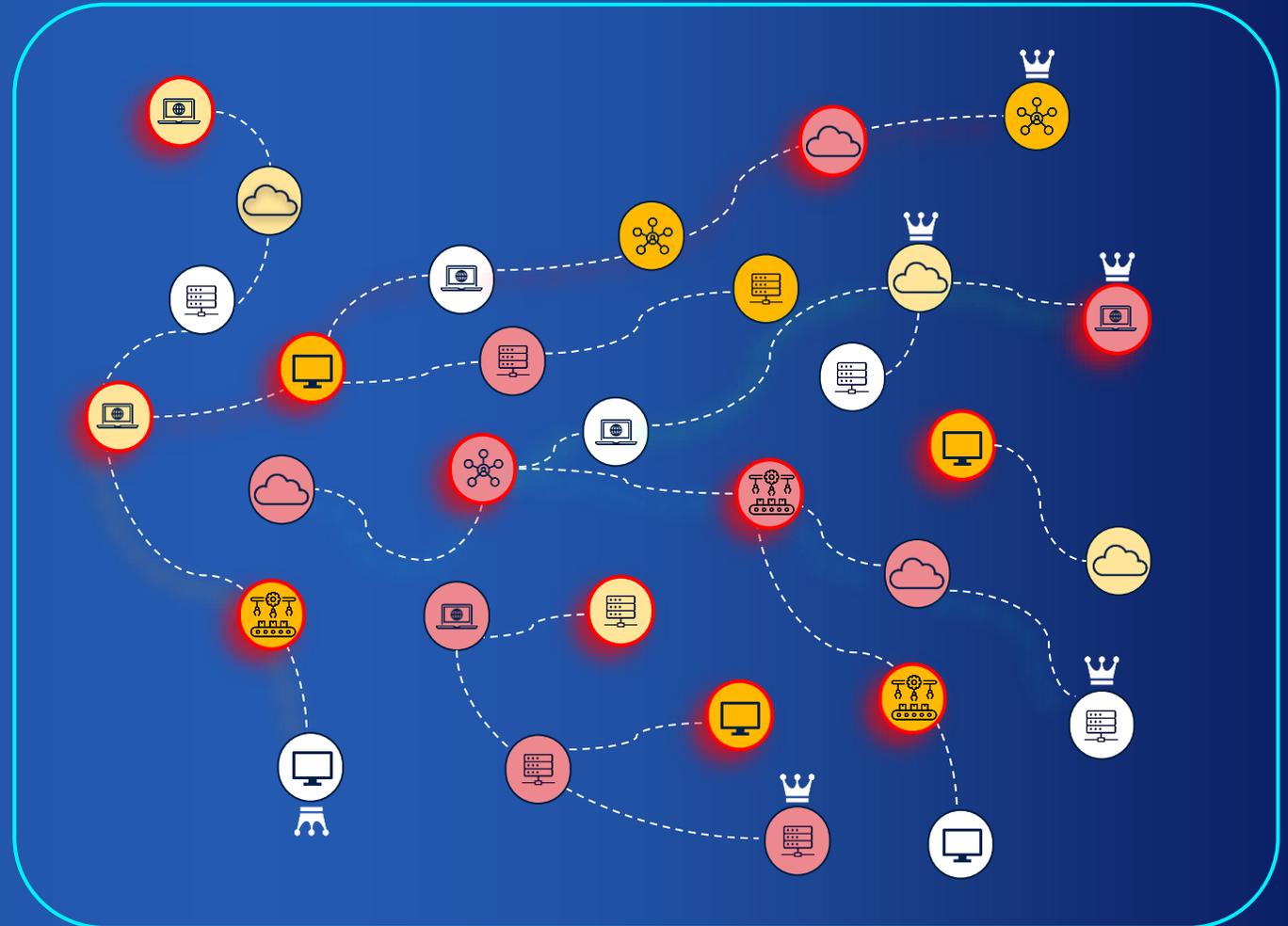
Vulnerability Management

Risk-Based Vulnerability Management

Unified Vulnerability Management

Exposure Management

- +
- Identities & permissions
- Relationship mapping



The Maturity Journey



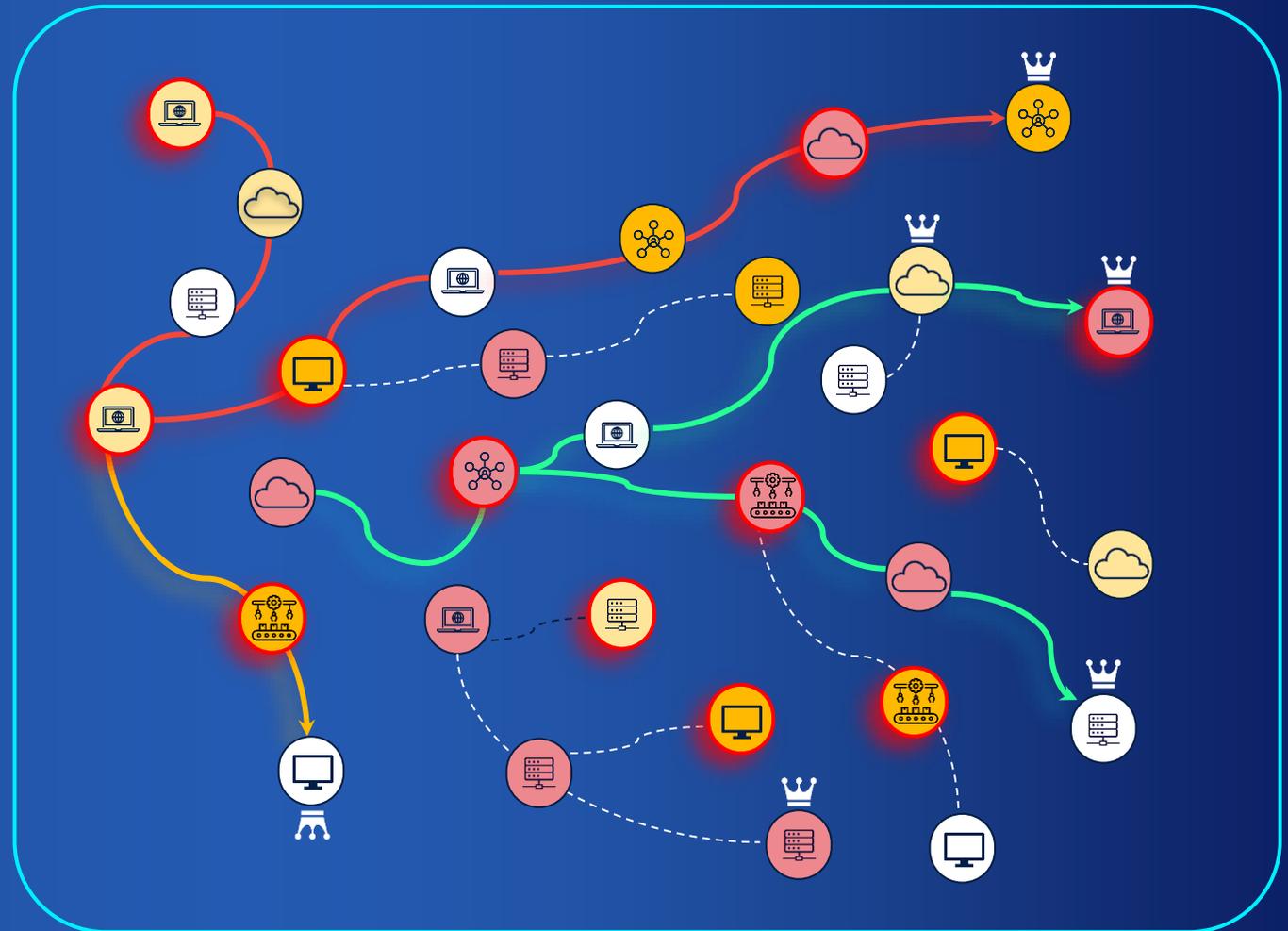
Vulnerability Management

Risk-Based Vulnerability Management

Unified Vulnerability Management

Exposure Management

- +
- Identities & permissions
- Relationship mapping
- Attack path analysis
- Scoring at the aggregate



The Maturity Journey



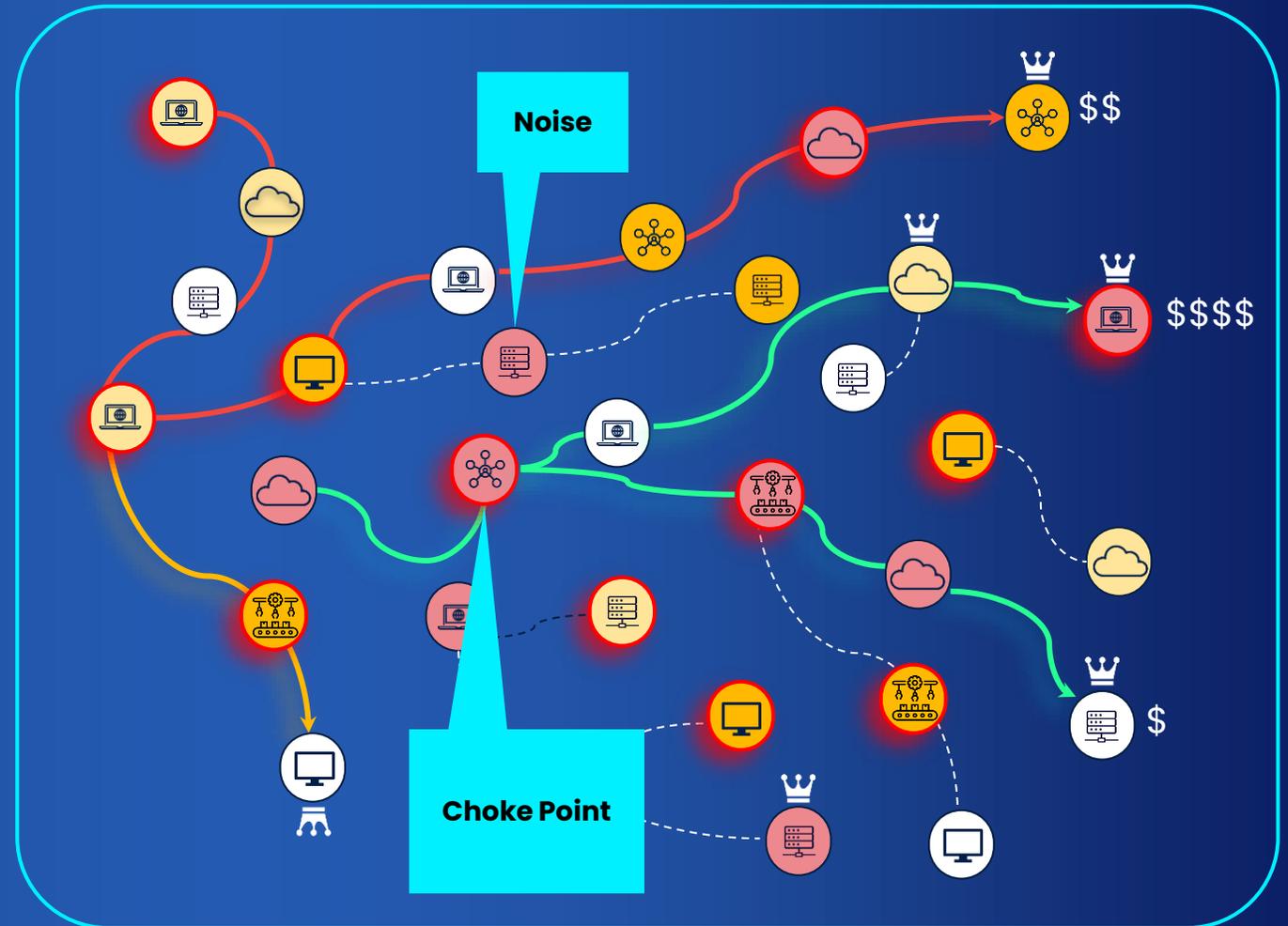
Vulnerability Management

Risk-Based Vulnerability Management

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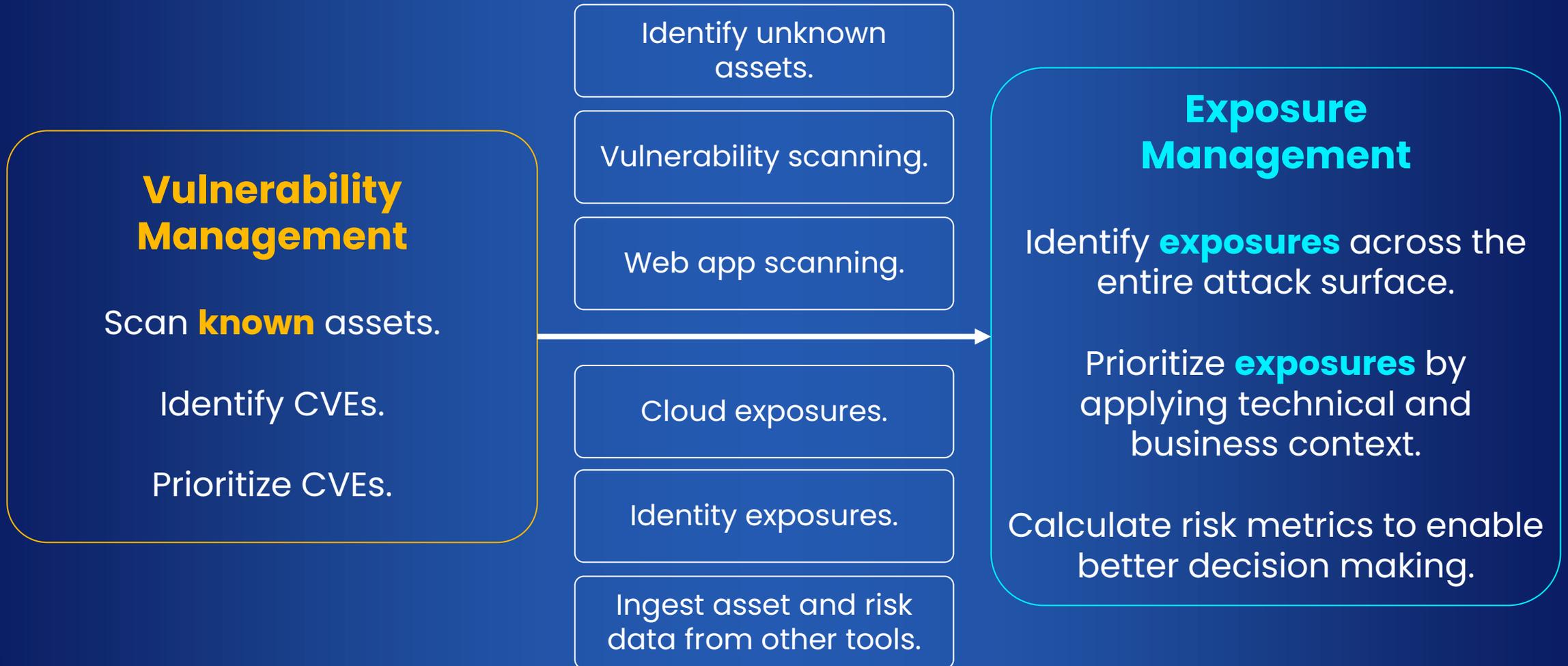
Exposure Management

- +
- Identities & permissions
- Relationship mapping
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! Contextual cross-domain prioritization

Evolution: VM to EM



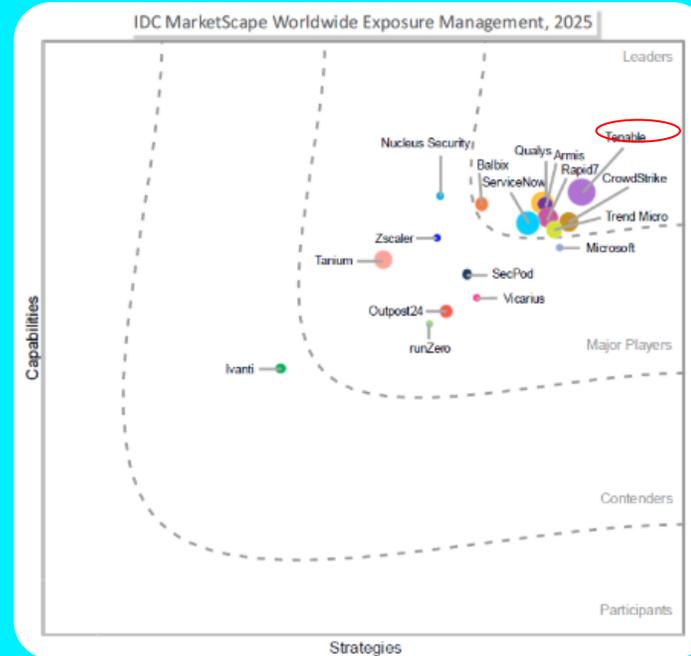
Industry Recognition Across the Evolution

Unified Vulnerability Management



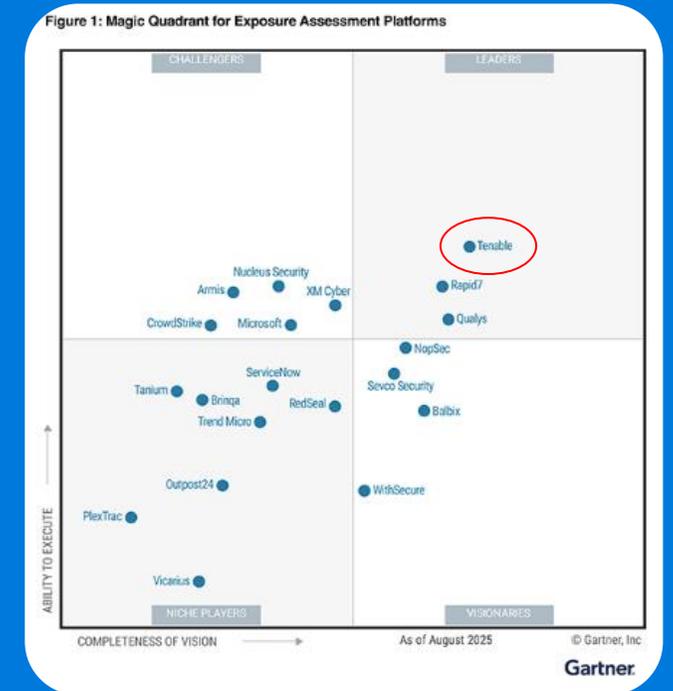
Leader: Forrester Wave for Unified Vulnerability Management Solutions (July 2025)

Exposure Management



Leader: IDC MarketScape for Exposure Management (August 2025)

Exposure Assessment Platform



Leader: Gartner MQ for Exposure Assessment Platforms (November 2025)



tenable one[™]
Exposure Management Platform



Now, you may be asking yourselves...

How do I protect what matters most?

How can I optimize my systems & processes?

How do I generate value on my investment?

The Remediation Reality Check

5x

**Remediation
Bottleneck**

60%

**Of Remediation
workflows are
manual**

#1

**Barrier to
reduce MTTR is
ownership gap**

≠

**CVSS does not
equal business
risk
(alert fatigue)**

High Risk & Exposure

Building a Resilient VM Program

Goal: Shift from managing vulnerabilities to managing business risk

STRATEGIC, PEOPLE-CENTRIC PROGRAM

EMPOWERED PEOPLE

Cross-functional collaboration, defined ownership, executive buy-in

RISK BASED PROCESS

Continuous, risk-based lifecycle (Assess → Prioritize → Remediate)

ENABLED TECHNOLOGY

Unified visibility, exposure management as an enabler, not the solution

BUILD BUSINESS RESELIENCE & TRUST

Invest in the program, not just the platform



Program Governance

Setting the strategy and standards to ensure alignment with risk appetite.



Vulnerability Operations

The engine room of the program, managing the lifecycle of identified risks.



Strategic Partnerships

Strive for win-win partnerships.



Reporting & Metrics

Stop counting vulnerabilities, start measuring risk.

Shifting the Metrics: Counts to Capabilities

Stop counting vulnerabilities, start measuring risk.

THE WRONG QUESTION



FOCUS ON RESILIENCE & READINESS



VISIBILITY & ASSET STATE

Do I know where a 100% of my assets are?



STATE OF PATCHING

Are they as patched as they can be right now?



AGILITY (0-DAY RESPONSE)

How fast can we deal with a critical threat?



EOL & UNPATCHABLE

Do we have a strong policy & compensating controls?

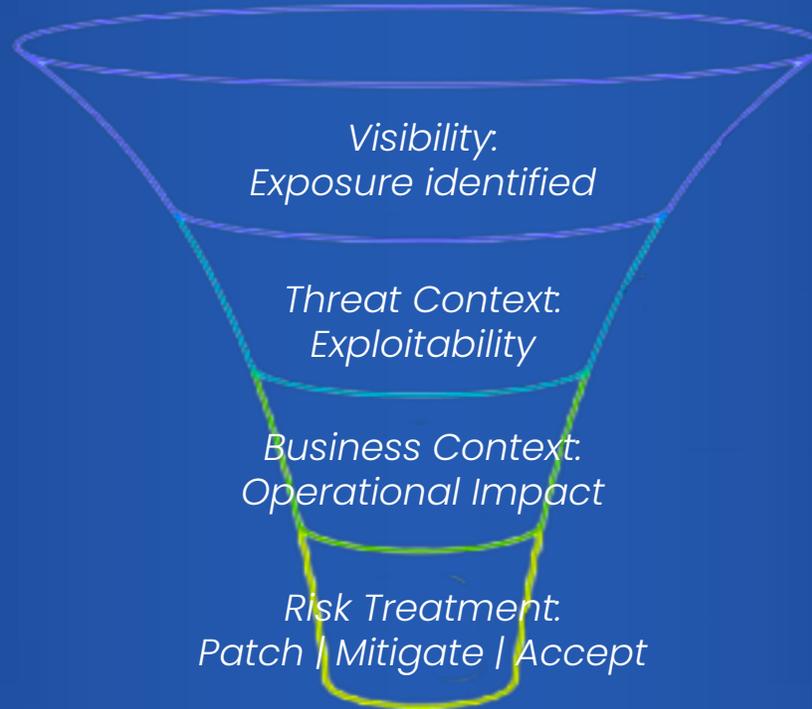
Managing OT Vulnerabilities

Protect what matters most.

OT environments are different.

- Patching often disrupts operations
- Legacy systems cannot always be updated
- Downtime risk often outweighs patching risk

OT Exposure Risk Decision Process



The reality of OT risk treatment.

- 3%** Require immediate action
- 71%** Mitigated with compensating controls
- 27%** Become accepted risk

Better Together: iON & Tenable

The Exposure Intelligence Platform

- Discover assets across IT, cloud, identity, and OT
- Prioritize risk with real exploitability context
- Identify attack paths and critical exposures



Operationalizing Security Programs

- Build and operationalize exposure management programs
- Align remediation with business risk
- Integrate tools, teams, and workflows

Technology identifies exposure. Programs reduce risk.

Together: Complete Exposure Management

Do you know which vulnerability in your environment is most likely to cause your next breach?

Find out with a complimentary exposure assessment.

Visit us at Booth #14 to book time with our team.