

# 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. Sales certification prepares partner associates to position two solution sets: Vulnerability Management (VM) or OT Security. The VM track includes Risk-Based VM concepts, Tenable.sc™ for on-prem VM, the cloud-based Tenable.io® solution, and all of the related applications. The OT track features IT/OT Security and Tenable.ot. Our technical certifications also focus on these two solution groups, while Service Delivery and MSSP classes provide product-specific information for Tenable.ot, Tenable.sc and Tenable.io. 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. Certification helps 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 implementation services on the opportunities that your company finds and closes.
- **Differentiate your company** in the cybersecurity market with proven expertise.

## PARTNER CERTIFICATIONS

	CERTIFICATION	PRODUCT/SOLUTION	LEARNING PATH	ROLE
SALES	Tenable Certified Sales Associate (VM or OT)	Select from two solutions: <ul style="list-style-type: none"> <li>• Vulnerability Management</li> <li>• OT Security</li> </ul>	Prepares sales to qualify, position and present Tenable solutions: <ul style="list-style-type: none"> <li>- Product Overviews</li> <li>- Qualifying Questions</li> <li>- Differentiators</li> </ul>	Account Executive
	Tenable Certified Sales Engineer (VM or OT)	Select from two solutions: <ul style="list-style-type: none"> <li>• Vulnerability Management</li> <li>• OT Security</li> </ul>	Prepares engineer to design, pitch and demo: <ul style="list-style-type: none"> <li>- Product Architecture</li> <li>- Demonstration</li> </ul> <b>Prerequisite: TCSA</b>	Sales Engineer
TECHNICAL	Tenable Certified POV Engineer (OT, IO, SC, CS, WAS)	Select from five products: Tenable.ot, Tenable.sc, Tenable.io, WAS, CS	Prepares engineer to conduct a customer proof of value trial for specific product. <b>Prerequisite: TCSE</b>	
	Tenable Certified Delivery Engineer (OT, IO, SC)	Select from three products: Tenable.ot, Tenable.sc, Tenable.io	Prepares engineer to configure, deploy, and support selected product. <b>Prerequisite: TCSE and Intro to Services</b>	Service Delivery Engineer
	Tenable Certified MSSP SOC Analyst (OT, IO, SC)	Select from three products: Tenable.ot, Tenable.sc, Tenable.io	Prepares engineer to manage selected product using our MSSP Portal.	MSSP Engineer

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## HOW TO CERTIFY

Simply log onto [Tenable University](#) to access the self-driven training catalog and certification exams. Some technical certification may also require instructor-led virtual classes, proctored exams and/or shadowing to demonstrate expertise. Credentials are valid for two years from the date of completion.

## MEDALLION REQUIREMENTS

Partners must complete certifications to attain a Medallion Level in the Tenable Assure Program. The mandatory sales certification is the Tenable Certified Sales Associate in VM or OT; the mandatory technical certification is Tenable Certified Sales Engineer for VM or OT. A single individual may complete multiple certifications.

REGIONS	SILVER		GOLD		PLATINUM	
	Sales	Technical	Sales	Technical	Sales	Technical
Sales = Tenable Certified Sales Associate Technical = Tenable Certified Sales Engineer						
USA / Canada / Federal	1	1	2	3	4	5
Latin America	1	1	2	2	4	4
EMEA Zone 1 – Non-emerging	1	1	3	2	6	4
EMEA Zone 2 – Emerging	1	1	3	2	4	3
APAC Zone 1 - Australia, India, Japan, Singapore	1	1	2	2	2	4
APAC Zone 2 – All other APAC	1	1	2	2	2	4

Certifications earned prior to 1 October 2020 will be accepted until their expiration, to protect the partners who have already invested to train their associates. Partners have until 1 October 2022 to replace their retired credentials with the new certifications for the purposes of meeting Medallion requirements.

## SERVICE DELIVERY REQUIREMENTS

Partners who wish to perform implementation services for their Channel In opportunities must complete these service credentials.

CERTIFICATIONS	Tenable.io	Tenable.sc	Tenable.ot
<b>Tenable Certified Delivery Engineer - Tenable.io</b>	1		
<b>Tenable Certified Delivery Engineer - Tenable.sc</b>		1	
<b>Tenable Certified Delivery Engineer - Tenable.ot</b>			1

A single individual may hold multiple certifications. These certifications **do not** count towards Medallion Level requirements.