



Cisco **Vulnerability Management** is a software-as-a-service (SaaS) Vulnerability and Risk Intelligence platform that accurately measures risk and prioritizes remediation efforts before an attacker can exploit an organization's weaknesses; significantly reducing vulnerability exposure and overall risk in a sustainable manner.

Benefits:

- **Measure risk** by combining vulnerability data, asset information, and real-time threat intelligence.
- **Prioritize** and proactively manage high-risk vulnerabilities that pose the most risk to the organization.
- **Predict** the weaponization of vulnerabilities the instant they are discovered with predictive modeling technology.
- **Integrate** with your vulnerability scanners, ticketing systems, and other security tools and maximize efficiency across the organization.
- **Align IT and Security** with evidence-based prioritization and self-service remediation workflows.

Vulnerability Management Packages:

Cisco VM: (Vulnerability Management)

- Scalable software-as-a-service **Risk-Based Vulnerability Management (RBVM)**.
- Pull in data from existing tools, scanners, CMDB etc. into Centralized Console.

Kenna.VI: (Vulnerability Intelligence)

- Remediation Analytics and Scoring with Zero-Day Intelligence by Cisco Talos.
- Vulnerability Intelligence Tab within intuitive User Interface and API.

Kenna.AppSec: (Application Security) – Add-on

- Centralized Management of your Application Findings and Vulnerabilities.
- Collect, correlate, and normalize application data from scanners.

Comparisons:

Features:

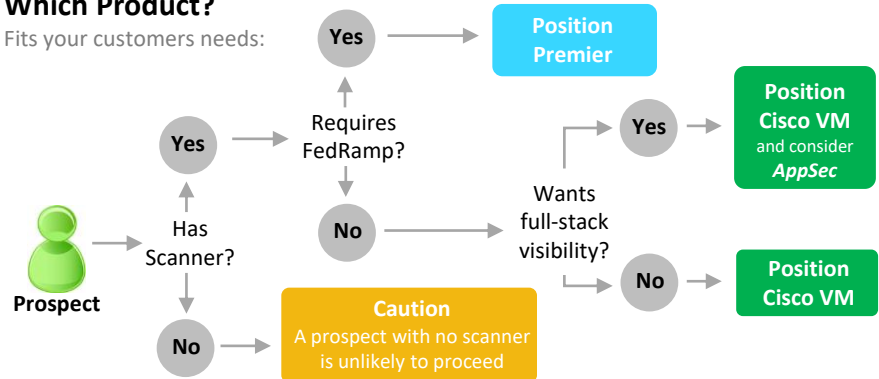
	Advantage (Cisco VM)	Premier (Cisco VM & VI)
Vulnerability Data Ingestion	✓	✓
Risk Meters (Asset Groups)	✓	✓
Scoring for Vulnerabilities, Assets, and Risk Meters	✓	✓
Top Fix Groups	✓	✓
Ticketing System Integration	✓	✓
Risk Meter Reporting	✓	✓
Peer Benchmarking (Risk Score, MTTR, Vulnerability Density)	✓	✓
Application Security (Available Add-on)	✓	✓
Remediation Analytics and Scoring	✓	✓
Zero-Day Intelligence Powered by Talos	✓	✓
Vulnerability Intelligence Tab Within User Interface	✓	✓
Vulnerability Intelligence API	✓	✓

Discovery Questions:

- Have any of the key decision makers discussed Vulnerability Management?
- Do you use vulnerability scanning tools (e.g., *Tenable, Qualys or Rapid7*)?
- How often are you patching? How are you prioritizing what to patch?
- Are systems being scanned regularly for vulnerabilities? What do you do with that information?
- Have you identified any business initiatives that introduces potential vulnerabilities?
- Do you use a scanner connector that Cisco Vulnerability Management supports? (*see reference links below*)
- Are you using a ticketing system from *Service Now, Jira, Cherwell or Remedy*?
- Are you a regulated business?
- Are you willing to use Cloud Services for IT Applications or Infrastructure?
- Have you announced any mergers or acquisitions recently?

Which Product?

Fits your customers needs:



Resources:

- | | | |
|----------------------------------|-------------------------------------|---|
| SalesConnect | At-A-Glance (VI) | API Reference |
| Ordering Guide | Security Blog | How to Sell |
| Data Sheet | Scanner Connectors | Vulnerability Mgmt Demo |
| At-A-Glance (VM) | Competitive Toolkit | Have a Question? |
| | Resource Center | Public page |