

Medium Enterprise Wholesale Distribution Company

Introduction

This case study of a medium enterprise wholesale distribution company is based on an October 2019 survey of Kenna Security customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Kenna allowed us to break down our Vulnerability management practices to include basic Infrastructure and Application mitigation practices, decreasing our MTTR overall, as well as identify risks using a more intelligent decision making process.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Kenna Security:

- Vulnerability management challenges they experienced that led them to implement the Kenna Security Platform:
 - High volume of security data lacking context for decision making
 - Inefficiencies in vulnerability remediation

Use Case

The key features and functionalities of Kenna Security that the surveyed company uses:

- Approaches used to prioritize vulnerabilities prior to Kenna:
 - Use rating system from scanner
- How they evaluate the success of their Kenna Security platform implementation:
 - Reduction in Mean Time To Remediate (MTTR)
- Kenna’s primary advantage(s) over other vulnerability management platforms:
 - Kenna goes beyond basic risk scoring and tells them what they need to fix first
 - Kenna provides meaningful and actionable data for remediation (remediation intelligence)
 - Kenna aggregates data and reporting from multiple tools (vuln scanners, CMDB, discovery)
 - Kenna’s cloud platform scales elastically to virtually any organization size

Results

The surveyed company achieved the following results with Kenna Security:

- Reduction of time spent on the following activities, since using Kenna:
 - Time spent on Vulnerability Investigation: over 50%
 - Time spent on remediation: over 50%
 - Time spent on reporting: over 75%

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

Industry:
Wholesale Distribution

About Kenna.VM

Cisco Vulnerability Management (formerly Kenna.VM) offers an effective, efficient way to reduce your risk profile using risk-based prioritization powered by data science. Rely on it to ID the vulnerabilities that put you at the greatest risk, create a self-service environment for remediation teams, set intelligent SLAs based on your risk tolerance, compare your risk posture against industry peers, deliver clear reports with intuitive metrics, and more.

Learn More:

[Cisco Vulnerability Management](#)