

# Quest Diagnostics Incorporated

## Introduction

This case study of Quest Diagnostics Incorporated is based on a September 2020 survey of Kenna.VM customers by TechValidate, a 3rd-party research service.

## Challenges

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

- The vulnerability management challenges they were experiencing that led them to implement the Kenna.VM:
  - Too many vulnerabilities with no way to effectively prioritize

## Use Case

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

- The approach they used to prioritize vulnerabilities prior to Kenna:
  - A homegrown prioritization tool
- They best describe their current engagement model between the Security and IT team as Security investigates and prioritizes vulnerabilities; IT remediates.
- The criteria they use to evaluate the success of your Kenna.VM implementation:
  - Kenna risk score reduction
  - Reduction in IT remediation time

## Results

The surveyed company achieved the following results with Kenna.VM:

- Before Kenna vs. After Kenna: Have you seen a reduction in time spent on the following activities? (Security and IT team time combined)
  - time spent on Vulnerability Investigation: 25 – 50%
  - time spent on remediation: 25 – 50%
  - time spent on reporting: over 75%
- Kenna’s primary advantage(s) over other vulnerability management platforms:
  - Kenna provides meaningful and actionable data for remediation (remediation intelligence)
- Rates the following for Kenna.VM compared to other vulnerability management solutions:
  - remediation Intelligence (guidance on “what to fix first”): superior
  - integrated real-time global exploit intelligence: on par
  - data science-based risk scoring methodology: on par
  - “Off the shelf” integrations with a wide range of security data sources: on par
  - predictive vulnerability modeling: superior

### Company Profile

Company:  
**Quest Diagnostics Incorporated**

Company Size:  
**Fortune 500**

Industry:  
**Healthcare**

### About Cisco Vulnerability Management

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](#)