HOW TENABLE ONE STACKS UP TO COMPETITORS

Key Features	TENABLE	TRADITIONAL VM		PLATFORM VENDORS		PURE PLAY VENDORS				
		Qualys	Rapid7	CRWD	MSFT	Palo Alto	Cloud	Identity	ASM	OT
Lumin Exposure view (VM, WAS, cloud, identity, OT, ASM)	●	○	◐	○	○	○				
Risk-based Vulnerability Management	●	●	●	◐	◐	○	◐			
Multi-Cloud CSPM	●	●	●	●	●	●	●			
Web Application Scanning	●	●	●	○	●	◐	◐			
Attack Surface Management	●	●	●	●	●	●			●	
Attack Path Analysis	●	○	●	●	●	◐	◐	●		
Identity Systems Security	●	○	○	●	●	○		●		
OT Security	●	○	○	○	●	◐				●

Qualys, Rapid 7 is following a similar EM path but lacking Identity and OT security story

EDR/XDR players leverage presence and install base to claim the security data platform role and moving into EM space

Cloud vendors drifting into our space as cloud assets become a big chunk of exposure, but can't offer coverage beyond cloud

Excellent [+] ● ········ ◐ ········ ○ Poor [–]

tenable