tenable | **Guide**

4x

Four times as many customers choose Tenable over Qualys.[1]

Why? The company's vision, product leadership and technology roadmap. Tenable doesn't just focus on software vulnerabilities impacting your IT assets. The Tenable One platform extends into cloud misconfigurations, operational technology (OT), identity systems and external assets.

Why customers choose Tenable over Qualys

Coverage and accuracy

As of January 2025, Tenable Research has published 227K plugins covering 94K CVEs, and we update and publish vulnerability coverage and zero-day research at tenable.com/plugins.

94 K
Vulnerabilities assessed with 227,000+ plugins

726
Vulnerabilities disclosed by Tenable Research

< 24 hrs
Median time for coverage of high profile issues

"We compared [Tenable and Qualys], and we realized the results were different. Tenable would find critical vulnerabilities while Qualys wouldn't."

- Network security engineer at the Canadian retail company[3]

Vulnerability management innovation

Introduced in 2024, Vulnerability Intelligence offers granular intelligence on vulnerabilities, including tracking vulnerability history to see changes over time.

Exposure Response enables customers to uniquely track risk remediation with SLAs, instead of relying on cumulative risk scores. Tenable provides a single end-to-end workflow and takes a risk-based approach regardless of patch availability.

❌ Qualys Threat Protection requires a complicated query language to scope the work. Qualys offers a reporting widget only, while Exposure Response is an end-to-end workflow.[4]

Vision beyond vulnerability management

Tenable has broadened its traditional vulnerability management strengths, adding: external attack surface management (EASM), cloud security, industrial OT security, and identity systems/Active Directory (AD) security. Tenable has the best coverage across the entire attack surface.

❌ Qualys lacks the capability to see Active Directory and Entra ID environments missing rich context into user behavior.

"When it came to operational technology …that's where Tenable won… When it comes to the cloud area, Tenable was by far the best solution of the finalists."

– Vulnerability management architect, German manufacturing company[2]

Professional services, customer success and support

Tenable offers expert professional services.

Dedicated customer success team for each customer.

Tenable offers advanced levels of support to enterprises, including Premier and Elite support.

❌ Some customers report longer wait times and slower issue resolution from Qualys support services.

❌ Qualys does not offer professional services.

❌ Qualys customers are left with limited support from their technical account manager (TAM) who often handles multiple customers stretching their resources and time thin.

Leader in compliance

Tenable leads Qualys in CIS benchmark coverage - 231 total (84%).

Tenable has hundreds of frameworks and directives to help your organization stay secure and in compliance.

The best part? There is no extra charge.

82%
CIS Benchmarks

100 K
audit checks

1,297
audits published

"When we go into policies for cloud systems, that's where Tenable definitely shined. Throughout [the POC], they [Tenable] were able to find 25% more [than Qualys]."

– Vulnerability management architect at the German manufacturing company[6]
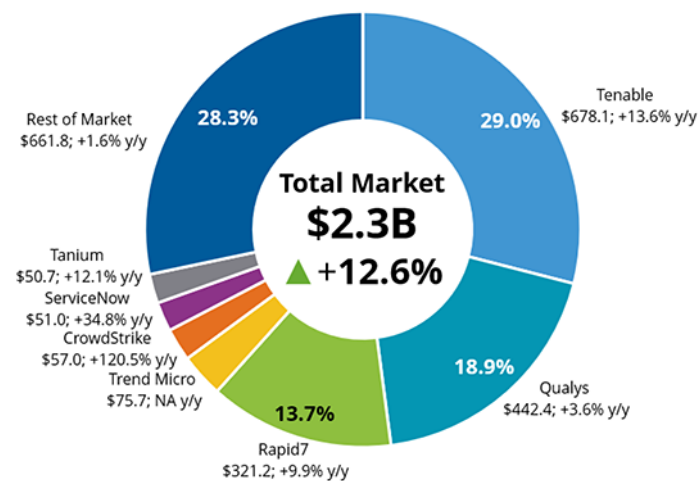
Compare Tenable to Qualys

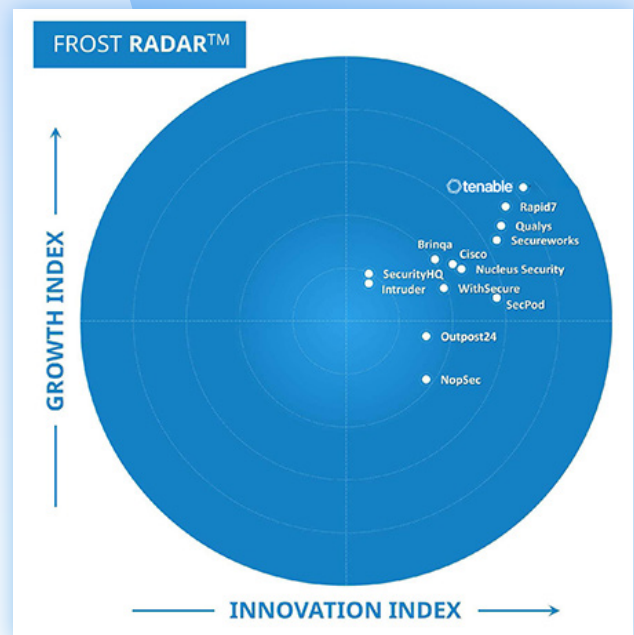| tenable		Qualys
✅ Wide variety of assets: endpoints, network devices, identity systems, cloud workloads, web apps	**Overall asset coverage**	❌ Lacks coverage for Active Directory (AD) and Entra ID
✅ Fully operational, industry-leading CIEM protecting customers today	**Cloud security identity protection**	❌ Still in the early stages of introducing this critical capability
✅ Tenable One is an exposure management platform that combines integrated risk metrics across vulnerability management, web app security, cloud, identity, OT and ASM	**Exposure management analytics**	❌ Not offered
✅ Enables organizations to benchmark themselves internally and against industry peers	**Internal and peer benchmarking**	❌ Not offered
✅ Provides rich vital context on any given vulnerability including the likelihood of exploitation and potential impact	**Vulnerability intelligence**	❌ Lacks a robust vulnerability database with enriched metadata and advanced search/filtering capabilities
✅ Fully-fledged patch management integrated with Tenable Vulnerability Management, as well as integration with the leading third-party remediation tools	**Patch management and remediation**	❌ Partial patch management integrated with VMDR; no support for popular remediation tools like BigFix
✅ Partner-first with 125 partners and 250 pre-built integrations[7]	**Partner ecosystem**	❌ Channel partners contribute to 46% of Qualys revenue[8]
✅ Advanced levels of support, including Premier and Elite, as well as professional services	**Professional services and support**	❌ Does not offer professional services and limited support from an overstretched TAM

No. 1 in vulnerability management

FIGURE 1

Worldwide Device Vulnerability Management 2023 Share Snapshot

Rest of Market
$661.8; +1.6% y/y

28.3%

Tenable
$678.1; +13.6% y/y

29.0%

Total Market
$2.3B
▲ +12.6%

Tanium
$50.7; +12.1% y/y
ServiceNow
$51.0; +34.8% y/y
CrowdStrike
$57.0; +120.5% y/y
Trend Micro
$75.7; NA y/y

Rapid7
$321.2; +9.9% y/y

13.7%

18.9%

Qualys
$442.4; +3.6% y/y

Note: 2023 Share (%), Revenue ($M), and Growth (%)

Source: IDC, 2024

IDC ranks Tenable as #1 in worldwide Device Vulnerability Management market share for the sixth consecutive year

Read the report

FROST RADAR™

GROWTH INDEX

INNOVATION INDEX

tenable
Rapid7
Qualys
Secureworks
Brinqa
Cisco
Nucleus Security
SecurityHQ
Intruder
WithSecure
SecPod
Outpost24
NopSec

Tenable named a leading force in vulnerability management and top-ranked among 13 vendors in the Growth and Innovation indexes in the Frost Radar, Vulnerability Management, 2023

Read the report

About Tenable

Tenable® is the exposure management company, exposing and closing the cybersecurity gaps that erode business value, reputation and trust. The company's AI-powered exposure management platform radically unifies security visibility, insight and action across the attack surface, equipping modern organizations to protect against attacks from IT infrastructure to cloud environments to critical infrastructure and everywhere in between. By protecting enterprises from security exposure, Tenable reduces business risk for approximately 44,000 customers around the globe. Learn more at www.tenable.com.

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