



Customer Video Testimonial Questions

We will work with you to develop the right set of interview questions to tell your story. Here is a sample of questions to review ahead of time:

1. What was your biggest cybersecurity challenge in 2018 and how did you resolve it?
2. What's your No. 1 cybersecurity concern for 2019? Why? How are you preparing to deal with it?
3. What's the most common question your CEO asks you about cybersecurity? What's your answer?
4. What metrics do you use to assess your cyber risk? What metrics do you wish you had that you currently don't have?
5. Does your organization use risk benchmarks? If so, what are they?
6. How well do you currently understand how your cybersecurity strategy compares to your competitors? If you had more visibility into how your peers at other companies were performing, how would that affect your strategy?
7. Tell us about your experiences using Tenable: What products are you using, what is the size of your current deployment? How long? What results have you seen?
8. What was your biggest "a-ha" moment using Tenable products?
9. What would you tell a colleague or a peer about Tenable?