

## Medium Enterprise Energy & Utilities Company

### Introduction

This case study of a medium enterprise energy & utilities company is based on an October 2018 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 has been instrumental in giving IT departments a better perspective of the risk of not remediating vulnerabilities in our enterprise.”

“I would recommend Kenna for the value and different risk perspective it gives opposed to pure vuln scans.”

### Challenges

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

- Security challenges experienced that led to implementing the Kenna Security Platform:
  - Too many vulnerabilities with no way to effectively prioritize
  - No way to quantify or measure risk from vulnerabilities
- Previously used the following to prioritize vulnerability scan data:
  - Spreadsheets
  - Other vulnerability management tool(s)

### Use Case

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

- Has been actively using the Kenna Security Platform for Over 2 years.
- Kenna Security Platform features most important to them when evaluating competitive or alternative solutions:
  - Integrated real-time global exploit intelligence
  - Data science-based risk scoring methodology
  - “Off the shelf” integrations with a wide range of security data sources

### Results

The surveyed company achieved the following results with Kenna Security:

- Most important security challenges the Kenna Security Platform has helped solve:
  - Addressing vulnerabilities that pose the greatest risk to their environment
  - Finding a quantifiable way to measure, reduce and report on risk
- Since implementing the Kenna Security Platform, they have been able to reduce their risk posture score by 50%.

#### 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:  
**Energy & Utilities**

#### About Kenna Security

Kenna is a software-as-a-service Risk and Vulnerability Intelligence platform that accurately measures risk and prioritizes remediation efforts before an attacker can exploit an organization’s weaknesses. Kenna automates the correlation of vulnerability data, threat data, and 0-day data, analyzing security vulnerabilities against active Internet breaches so that InfoSec teams can prioritize remediations and report on their overall risk posture.

**Learn More:**

[Kenna Security](#)