



# The Journey from Vulnerability Management to AI-Enabled Exposure Management:

An Essential Move  
in Today's Dangerous Cyber Environment

Chris Jensen, Director, Public Sector Business Development

Email: [cjensen@tenable.com](mailto:cjensen@tenable.com)

# Agenda:

1. The mandate for proactive, preemptive cyber defense
2. A strong vulnerability management foundation based on actual risk is essential but no longer enough
3. AI accelerates everything
4. Fight AI with AI
5. Optimize with AI-enabled Exposure Management

# Shift in cybersecurity spending needed

Breach line

## “Prompt to Exploit” Speed

In 2025/2026, the average breakout time for AI-assisted attacks dropped to 29 minutes, a 65% acceleration from 2024.<sup>4</sup>

## Exposure Management

Shrink the attack surface & provide critical context to proactively act on exposure

**3X less likely**

to suffer a breach<sup>3</sup>

**Proactive**  
1X  
spend

**Reactive**  
2X  
spend<sup>1</sup>

## MDR/XDR

Identify active threats & incidents to minimize material impact

**\$ 4.44M/breach<sup>2</sup>**

Brand / Revenue / Clients / Penalties / Lawsuits

Putting it another way...



# Basing your VM on CVSS alone will crush your team

**3%** OF VULNERABILITIES HAVE A  
HIGH PROBABILITY OF BEING  
LEVERAGED IN AN ATTACK

**97%** OF VULNERABILITIES HAVE A  
LOW PROBABILITY OF BEING USED BY ATTACKERS

## VULNERABILITIES DISCLOSED PER YEAR



## PREDICT

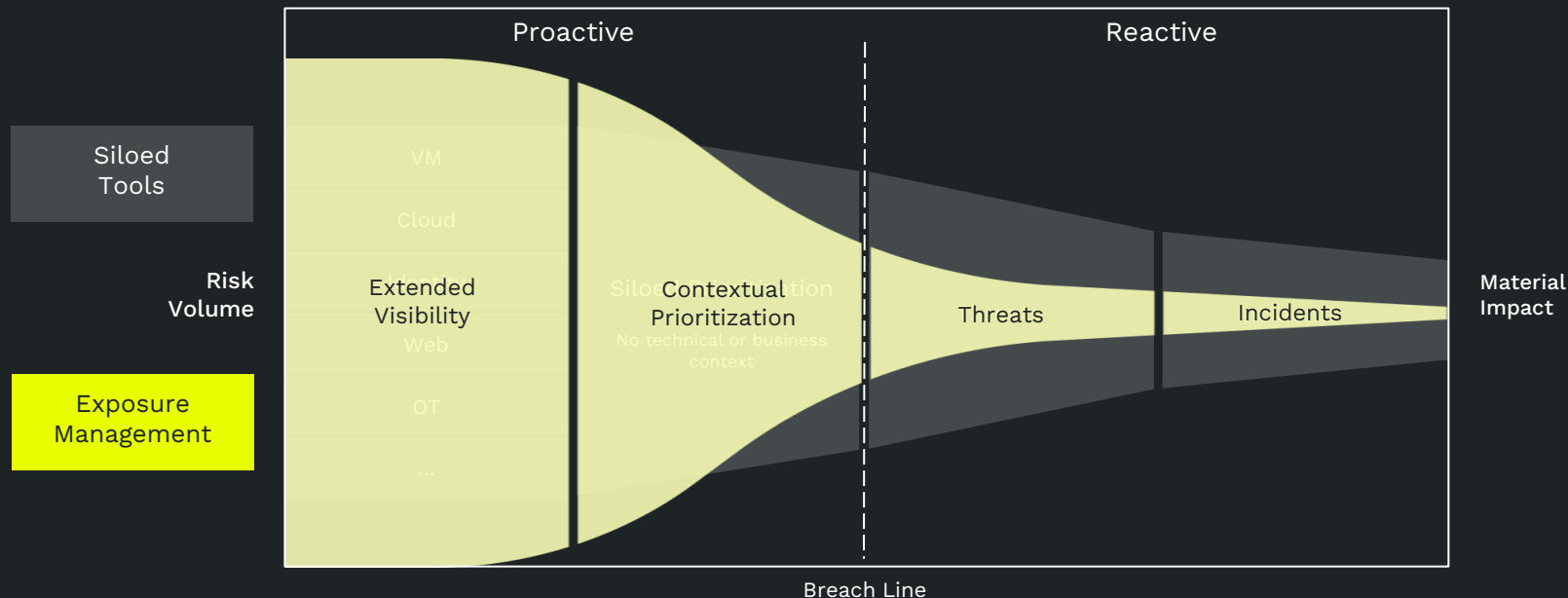
THE VULNERABILITIES THAT MATTER MOST



# VM is only the tip of the Exploding Attack Surface Iceberg



# Exposure management delivers transformational outcomes...



# AI has changed the speed of attack

Attacks are operating at machine speed.

Most security programs still operate on human timelines.

Mythos detected

# 1000s

of new CVEs and exploits in just a few weeks

Average of

# 1.6 days

from a new CVE publication to exploit availability

As quickly as

# 27 sec

for AI tools to move laterally once inside your environment

# AI-Powered Cyberattacks = Bad News



# Detection alone no longer works

Attacker timeline

## Seconds to minutes

Initial access → lateral movement →  
data exfiltration

Detection timeline

## 277 days

Average time to identify and  
contain a breach

“

Preemptive cybersecurity will soon be the new gold standard...  
Detection and response-based cybersecurity **will no longer be enough**  
to keep assets safe from AI-enabled attackers.”

**Gartner**

To stop machine-speed attacks,  
you have to act before they start



Unify  
**Visibility**

Know your full attack surface,  
including every IT system, cloud  
workload, and identity



Unify  
**Insight**

Know which exposures create  
a path to your most critical  
systems and data



Unify  
**Action**

Eliminate those exposures  
automatically and at  
machine speed

When it comes to AI and Cyber,



# AI-powered exposure management



## Unify Visibility

See all your assets  
& risks across the  
attack surface



## Unify Insight

Gain critical context  
to prioritize true  
exposure



## Unify Action

Eradicate critical  
exposures at machine  
speed



AI



CLOUD



OT / IoT



IT / DEVICE



IDENTITY



WEB



EXTERNAL

Preemptive  
security  
answers  
3 vital  
questions  
before a  
breach  
occurs...

1

What are  
attackers  
doing in the  
wild?



Identifies which attackers are  
targeting your industry and  
region and what TTPs they are  
using.

2

What viable  
attack paths  
exist today?



Finds attack paths containing  
target TTPs that lead to  
crown jewels and validates  
whether exposure exists.

3

How do we  
break paths  
at machine  
speed?

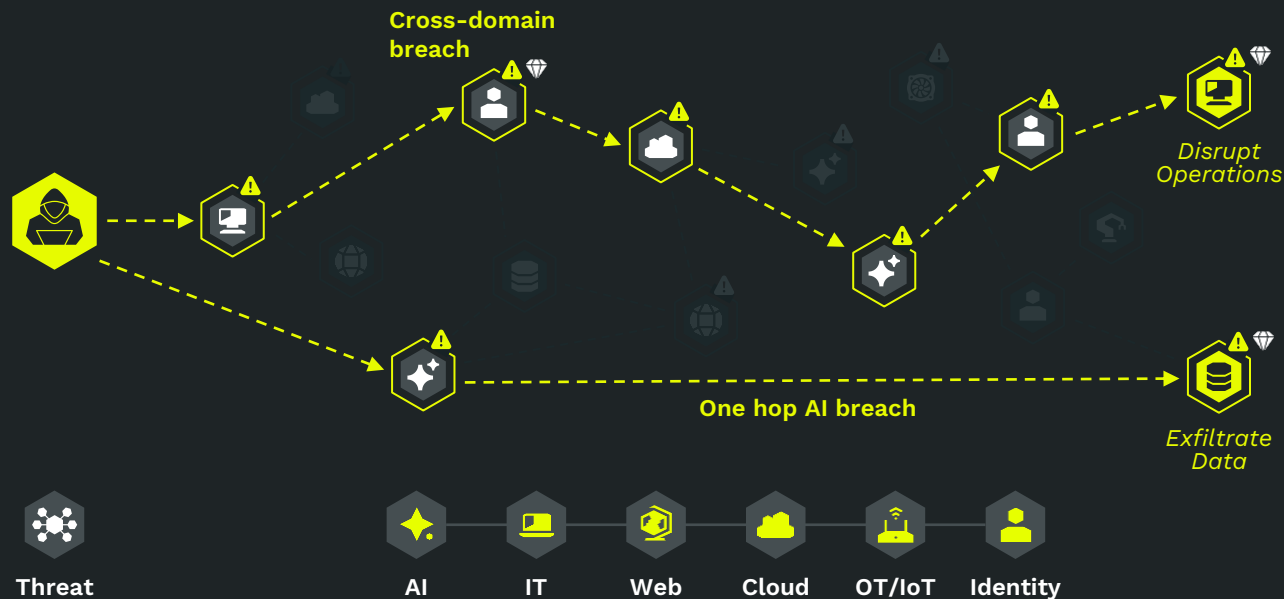


Determines what choke  
point to fix and how, and  
automates steps using  
agentic ai.





# Preemptive security employs AI to neutralize AI before attacks begin...



## Maps & analyzes data fabric

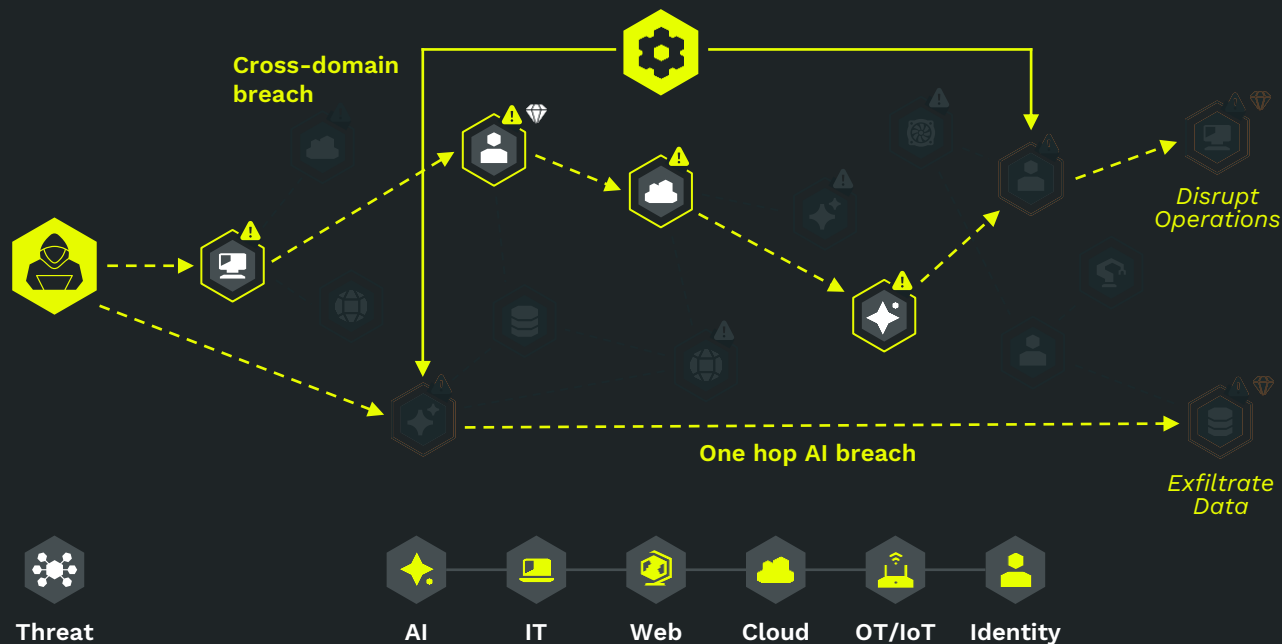
GenAI correlates siloed data sets, and enriches them with tech and business context to derive actionable insights



## Discovers attack surface

ML provides a continuous and comprehensive picture of assets, risks and the dynamic threat landscape

# Preemptive security employs AI to neutralize AI before attacks begin...



## Breaks attack chains

Agentic AI orchestrates and executes action at speed and scale, before attackers gain entry



## Maps & analyzes data fabric

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## Discovers attack surface

ML provides a continuous and comprehensive picture of assets, risks and the dynamic threat landscape



## See Everything: Unified Visibility

You can't protect what you can't see. And there is more to see than ever.



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### Uncover your attack surface

Continuously discover and fingerprint all your assets and identities to close visibility gaps.



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### Identify critical exposures

Detect more risk types and know which ones attackers are actively targeting.



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### Gain a single pane of glass

Leverage a broad ecosystem of partner integrations to unify your inventory and risk data.



## Know What Matters: **Unified Insight**

Prioritize the exposures that matter most.



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### **Fuel insights with a rich data fabric**

Gain an authoritative context layer that maps technical and business relationships to create powerful new insights with GenAI.



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### **Find toxic risk that leaves you exposed**

Identify dangerous combinations: individual findings that together create a critical exposure your siloed tools will never surface.



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### **Disrupt attacks before they begin**

See what your attackers see, and preemptively break attack chains leading to mission critical systems and data.



## Move at Machine Speed: **Unified Action**

Knowing your risk is only valuable if you can act on it. Fast.



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### **Remediate your exposures, faster**

Route to the right owner, provide actionable remediation guidance, and track progress against SLAs.



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### **Automate your manual workflows**

Create custom workflows and automations, such as asset tagging, control validation, and reporting with the Hexa AI fleet of agents.

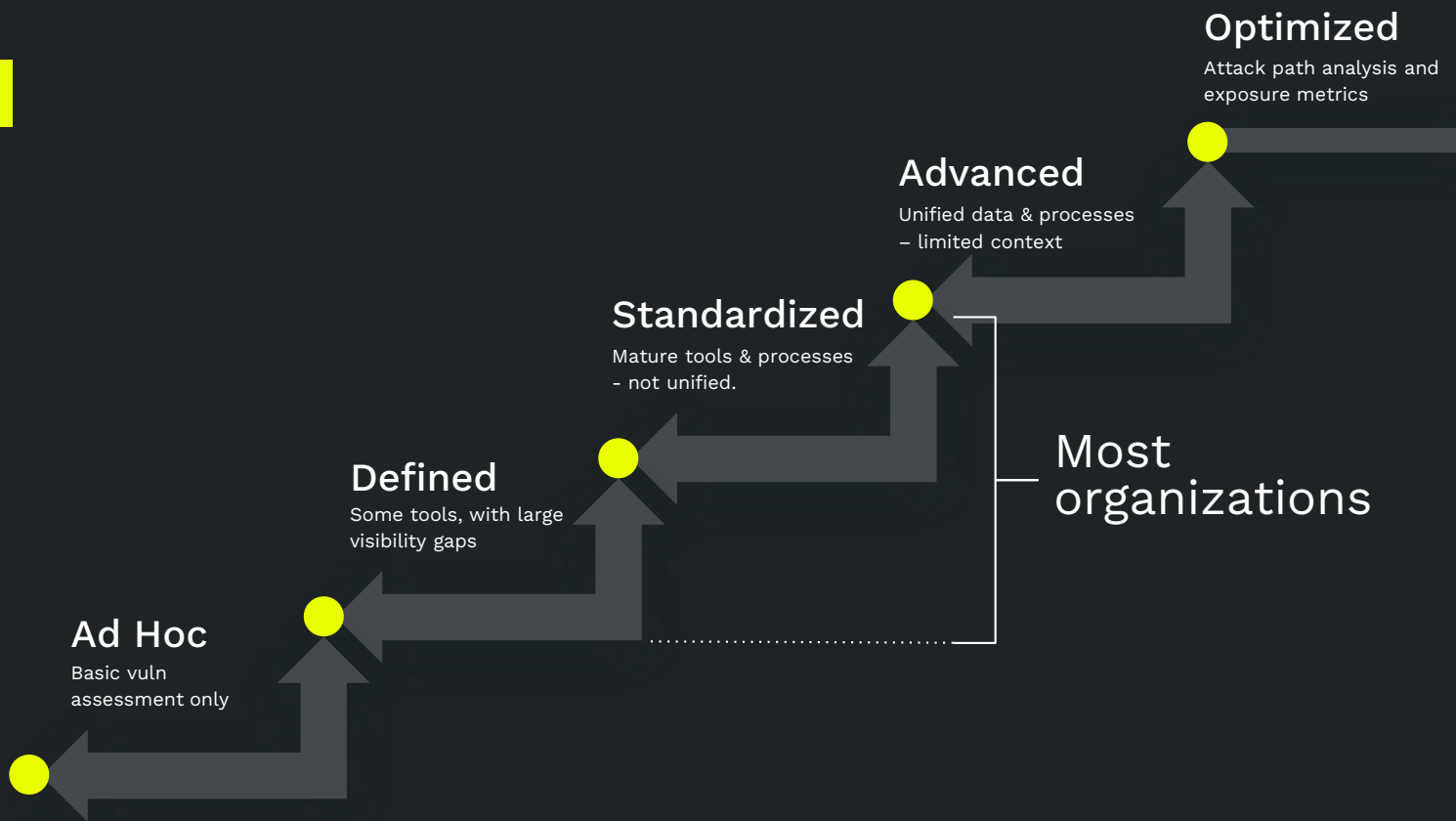


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### **Easily communicate your risk posture**

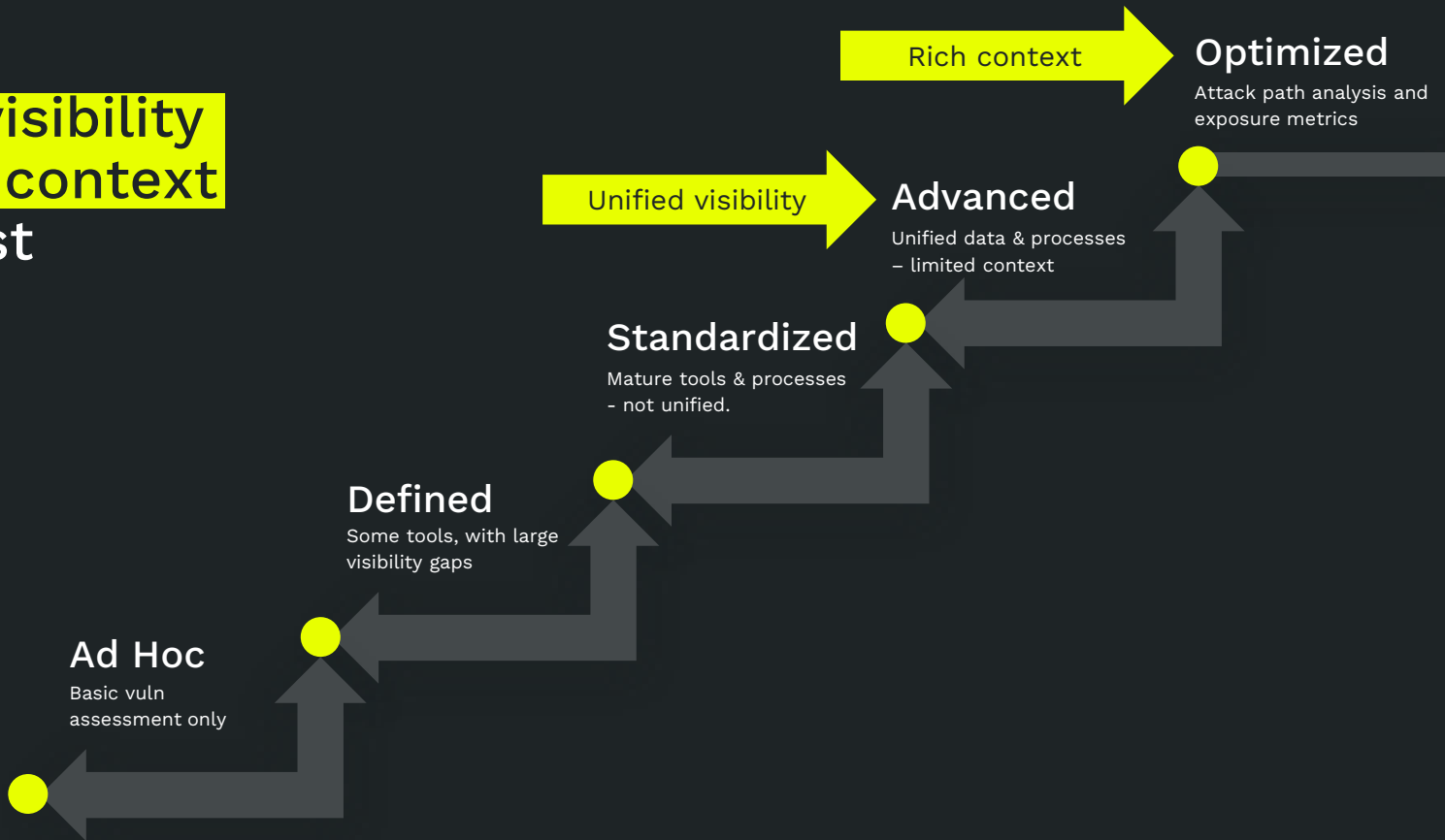
Track progress against SLAs so that you can demonstrate measurable risk reduction, not just effort and activity.

# The EM Maturity Journey



Reality:

**Unified visibility**  
and **rich context**  
come last



Hindsight is 20:20.  
Foresight is  
priceless.

