



DATA SHEET - PARTNERS

BENEFITS*

- Partner Portal Access
- Deal Registration
- Partner Newsletter
- Access to Rapid7 Marketing Materials
- Joint Marketing Initiatives – PR, Events, Webinars
- Access to Rapid7 Sales Organization
- Complimentary Sales Training
- Partner Listing on Rapid7.com
- Discount on Software Licenses and Maintenance
- Trial Licenses
- Priority Technical Support
- Technical Training and Certification Programs
- Inclusion in Beta Programs and Product Launches
- Executive Briefing Sessions for Top Performing Partners

* Some benefits are level-dependent

Rapid7 PartnerFirst Program

The escalating sophistication of intruder attacks against vulnerabilities found in networks, applications and databases has made it essential for organizations to regularly monitor their IT security. Vulnerability assessment has also become a requirement of many industry and government regulations. This combination has created a high-growth market opportunity for solution providers and consulting organizations. In *World Vulnerability Assessment Products Markets*, Frost & Sullivan (www.networksecurity.frost.com) show 2007 market revenues of \$297.5M and projected 2014 market revenues of just under \$1B.

Through the Rapid7 PartnerFirst program, solution providers and consultants partner with Rapid7 to gain access to our leading vulnerability assessment technology in order to bring best-of-breed solutions to our mutual customers.

A Team Approach

As a member of the Rapid7 PartnerFirst program, your organization is part of a strong team. Rapid7 is committed to the success of its partners and has tailored this program to help you build your business and deliver superior professional services to our mutual customers. The Rapid7 PartnerFirst strategy revolves around a key concept – Fewer Partners, Stronger Relationships, because we believe the team approach that fosters these strong and committed relationships benefits everyone.

Qualifications for Partnership

The Rapid7 PartnerFirst program was designed for partners who specialize in security and/or compliance solutions and offer a superior level of quality in pre- and post-sales services to their customers. Rapid7 selects only those providers with the highest level of integrity and a proven track record and provides them with all the tools necessary to ensure a successful business partnership.

Rapid7 offers opportunities for the following partner types:

Consultants. Gain access to Rapid7 NeXpose, the Rapid7 award-winning product for use in consulting engagements. Earn referral fees for clients referred to Rapid7 for license sales.

Resellers and VARs. Resell Rapid7 products.

MSSP. Build Rapid7 Unified Vulnerability Management technology into a managed security services offering.

OEMs. Create custom solutions utilizing Rapid7 Unified Vulnerability Management technology.

Alliances. If you have a complementary product or technology, we would like to explore how integration with Rapid7 could increase its value for our mutual customers.

The PartnerFirst Program Proposition

Rapid7 Customers are Saying ...

We have been impressed with Rapid7 NeXpose and the scanning results because it provides greater detail on the vulnerabilities we find as well as how to fix them. Its reporting capabilities are superior.

- Perry Ellis

Industry Analysts are Saying ...

Rapid7 NeXpose is all that you will need.

- Gartner Group

About Rapid 7

Rapid7 is the leading provider of unified vulnerability management, compliance, and penetration testing solutions, delivering actionable intelligence about an organization's entire IT environment. Rapid7 offers the only integrated threat management solution that enables organizations to implement and maintain best practices and optimize their network security, Web application security and database security strategies.

Recognized as the fastest growing vulnerability management company in the U.S. by Inc. Magazine, Rapid7 helps leading organizations such as Liz Claiborne, Southern Company, the United States Postal Service, the New York Times, Carnegie Mellon University and the National Nuclear Security Administration (NNSA) to mitigate risk and maintain compliance for regulations such as PCI, HIPAA, FISMA, SOX and NERC . Rapid7 also manages the Metasploit Project, the leading open-source penetration testing platform with the world's largest database of public, tested exploits. For more information, visit www.rapid7.com



P OV DS 0209

A Business Plan. For a partner joining as an Authorized VAR, Rapid7 works with you to build a strategic, go-to-market business plan. Designed to achieve annual revenue benchmarks, the plan includes sales training and certification, co-marketing opportunities, attendance at selected industry events, and more.

Partner Portal Access. Through a single entry point, registered Rapid7 partners have real-time access to the Rapid7 PartnerFirst Portal, where they can find current program information and support to develop new business opportunities. PartnerFirst Portal resources include channel training – virtual and field – as well as a schedule of industry events in which Rapid7 will participate, competitive information, sales and marketing collateral, deal registration, trial licenses, contact lists and more.

Deal Registration. Rapid7 offers deal registration to protect our partners' investment of time in creating new business opportunities. Deal registration is offered as an up-front discount or a back-end rebate in the event that the registering partner does not complete the sale.

Sales and Marketing Support. Members of the Rapid7 PartnerFirst program receive extensive sales support and marketing materials.

Technical Certification. Through the PartnerFirst Certification Program, partners acquire a broad understanding of Rapid7 products as well as expertise in best practices when deploying Rapid7 solutions. Extensive support is provided to those with technical certification.

Rapid7 NeXpose – The Industry Standard

Rapid7 Unified Vulnerability Management combines vulnerability assessment, risk management, policy and compliance reporting, remediation guidance and automated ticketing into one integrated package – Rapid7 NeXpose. The broadest and deepest vulnerability management solution on the market, it provides comprehensive, high-performance coverage of networks, databases and Web applications, including Web 2.0 and JavaScript. Rapid7 NeXpose accurately scans your entire IT environment to identify threats, assess their risk and devise a remediation plan to eliminate them quickly.

Extensive and flexible reporting highlights vulnerabilities, helping IT security professionals to prioritize their remediation efforts, secure their networks and achieve compliance with government regulations, security configuration policies and the PCI Data Security Standard. In short, Rapid7 NeXpose provides companies with a proactive and measurable vulnerability management process that ensures the highest level of network security.

Next Steps

We would like to explore with you the possibility of a mutually beneficial partnership. Please visit us on the Web at www.Rapid7.com or send email to partners@Rapid7.com.

