



DATA SHEET - CONSULTANTS

NEXPOSE CONSULTING LICENSES

NeXpose consulting licenses purchased under the Rapid7 PartnerFirst for Consultants program are attractively priced. This enables you to build the cost of vulnerability assessment into your current security and compliance consulting offering as well as to accomplish more for your clients in less time.

Rapid7 NeXpose uncovers vulnerabilities in:

- The network
- Databases
- Web applications

REFERRAL INCENTIVE PROGRAM

Under the PartnerFirst for Consultants program, Rapid7 offers a Referral Incentive Program. If a referred end-user customer purchases Rapid7 software within 120 days of referral, you will be eligible for a referral fee. Contact your Rapid7 Account Manager for details.

Rapid7 PartnerFirst for Consultants

As IT organizations continue to be forced to “do more with less,” many require security and/or compliance solutions that encompass both products and services. Furthermore, as outsourcing grows more prevalent, many customers require solutions that are delivered solely as professional services.

Project-based engagements that cover security and/or compliance concerns are clearly on the rise. Specific software tools are required, but traditional licensing models often make it difficult to justify the purchase of those tools. The Rapid7 PartnerFirst for Consultants program was designed to address all of these issues.

NeXpose Consulting Licenses and Training

In addition to resale of software product licenses, Rapid7 offers special licensing options for partners to help them leverage their service potential. As an alternative to traditional perpetual licensing, Rapid7 consulting licenses are ideal for short-term engagements and fit perfectly into a consultative business model. Contact your Rapid7 Account Manager for a detailed description of the licensing options available to you.

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.

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 Rapid7

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 RES DS 0209



A Team Approach

As a member of the Rapid7 PartnerFirst for Consultants 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. The team approach that fosters these strong and committed relationships benefits everyone.

Program Requirements

In order to maintain a quality channel, Rapid7 has established qualification requirements for members of its PartnerFirst for Consultants program.

- Each member must be a business consultant who provides professional services to fee-paying clients.
- Each member must demonstrate proven expertise with security- and compliance-oriented technology.
- Each member must purchase a Rapid7 NeXpose consulting license. These licenses have been designed for a specific purpose and may not be transferred, resold or used by any other party.
- At least one person within each member organization must complete Rapid7 Certified Consultant Training within 30 days of program membership.

More About the Referral Incentive Program

As a member consultant, you will be assigned a Rapid7 Account Manager who will serve as your point of contact for support and follow-up on all referred prospects. This Account Manager must approve your enrollment prior to the final processing of your application. If any of the leads that you refer elect to purchase Rapid7 software within 120 days of their referral date, you will be eligible for a 10 percent referral fee on the net revenue realized by Rapid7. To be eligible for this fee, the lead must be registered with your Rapid7 Account Manager and must be a new lead that is not already listed as an opportunity within the Rapid7 database. Your eligibility will be confirmed via a registration confirmation email sent to you. Any earned referral fees will be paid according to the terms of the Rapid7 Referral Incentive Program Agreement.

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.