

HOT

COMPANIES

Info Security Products Guide

2006

Rapid7, LLC

Info Security Products Portfolio

Rapid7 NeXpose (vulnerability management software)

The Company

Rapid7's NeXpose reduces the time, risk and cost associated with fixing security vulnerabilities in any network by combining vulnerability assessment, risk management, policy and compliance reporting, remediation guidance, and automated ticketing into one integrated package.

The Beginning

Founded in 1999, Rapid7 started selling products and services in 2001.

Products & Technologies

Choice of product format – NeXpose, is available as a software package, as an appliance and as a hosted service.

Expert (AI) system - builds a knowledge base of facts on the environment it is exploring and models potential targeted attacks to expose all existing threats

A distributed architecture. Internal and external scanning capabilities.

People & Investors

A seasoned management team with a record of success launching and growing other technology companies. Matthews and partner John Devine, with whom he launched Percussion Software, Bond Technologies and Stride & Associates, founded Rapid7 and own it today. Alan manages the technical and operational side of the business. Prior to his business partnerships with Devine, Matthews was a consultant to the investment banking group at Merrill Lynch, developed mortgage-backed securities software at First Boston, coordinated and operated computer graphics lab at HBO/Time Warner, and in the late 1970s served as a programmer and designer for the VM operating system at IBM.

Rapid7 is privately funded.

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Performance & Growth

Rapid7 products are deployed by customers in verticals such as finance, manufacturing, automotive, consumer goods, food and beverage, media, government, regulatory, technology, legal and e-commerce.

Rapid7 has a 100% service renewal rate with its customers so far in 2005. The company's customers regularly schedule vulnerability assessment scans of their network environment and are provided quality service that includes an update to the vulnerability database as often as there are new vulnerabilities being discovered. The process is capable of sending an update every six hours.

“Enterprises are beginning to understand the importance of proactively managing vulnerabilities in their corporate networks to protect against today’s highly sophisticated and blended attacks. Rapid7 provides innovative solutions that can help enterprises keep a robust control of their networks while protecting critical applications from internal and external intruders.”

Rick Justice - Chief Editor, Info Security Products Guide

Potential & Strategies

Rapid7 has high growth revenue potential. Rapid7 is forming relationships with security companies who provide vulnerability management services to their clients and providing an OEM license to facilitate this relationship. The OEM license grants the purchaser a right to resell scanning services under the company's own brand. Through the use of the NeXpose API, full application scanning services may be provisioned through a partner designed portal.

Rapid7 has partner relationship with with Mazu Networks as well as Preventsys.

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