



**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 for Resellers**

This program was designed for providers who specialize in security/compliance solutions and offer a superior level of quality in pre- and post-sales services to their customers. The PartnerFirst for Resellers Program is a comprehensive vehicle through which partner companies – utilizing Rapid7 products – can complement their current offerings with a best-of-breed vulnerability management solution. Rapid7 selects only those solution 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.

**Service-oriented Offerings**

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 laptop licenses are ideal for short-term engagements and fit perfectly into a consultative business model. Rapid7 also offers special licensing for those partners who provide Managed Security Services (MSSP).

**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 quickly eliminate them. 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 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](http://www.rapid7.com)



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### Rapid7 PartnerFirst for Resellers – A Tiered Program

As a member of the Rapid7 PartnerFirst for Resellers, your organization is part of a strong team. Rapid7 is committed to the success of its partners and has tailored this program to attract solution providers of varying sizes and levels of commitment. There are two levels of program participation:

#### Authorized Reseller

The Authorized Reseller level is appropriate for solution providers who want to resell Rapid7 products with minimal program requirements.

##### Benefits

- Discount on product sales and deal registration

- Web-based sales and technical training

##### Requirement

- Approved Rapid7 Authorized Reseller Application/Agreement with Reseller Tax ID

#### Authorized VAR

The Authorized VAR level is designed for those who focus on the resale and integration of security/compliance solutions and who are willing to commit to substantial revenue targets. Authorized VARs are expected to allocate focused resources and effort to the sales and marketing of the Rapid7 product line and to gain sufficient technical knowledge of Rapid7 products in order to adequately support our mutual customers. In return for this high level of commitment, Rapid7 works very closely with Authorized VARs in the areas of lead generation, co-marketing, sales support, post-sales services, and the achievement of predetermined revenue objectives. Deal registration is an added benefit to protect time investment in solution design and customer support.

##### Benefits

- Preferred discount on product sales

- Preferred discount on maintenance and renewal sales

- Web-based sales and technical training

- Priority access to Rapid7 technical support

- Regional sales account manager

- Not-for-Resale (NFR) software

- Access to Rapid7 laptop licenses

- Eligibility for marketing development funds

- Qualified lead referrals

- Listing on Rapid7 website

- Preferred deal registration

##### Requirements

- Approved Rapid7 Authorized VAR application/Agreement with Reseller Tax ID

- Annual business plan with quarterly reviews

- Minimum of \$250,000 in Rapid7 product sales per calendar year

- Commitment to Web-based or on-site sales training

- Technical certification of at least one engineer