



PRESS RELEASE

RAPID7 LAUNCHES NEW 'PARTNERFIRST' PROGRAM

Program Will Help Partners Meet Increased Market Demand for Rapid7 NeXpose Vulnerability Management for Security and Compliance

BOSTON, Mass. – December 16, 2008 – **Rapid7**, the leading provider of **Unified Vulnerability Management** solutions, today formally announced its **PartnerFirst** program. PartnerFirst will provide a robust set of benefits and support for partners to match its growing customer demand for Rapid7 **NeXpose** vulnerability management protection, which has become a core part of the overall security and compliance offerings for many companies. This formal program enhances Rapid7's already strong partner momentum, the most recent highlight coming with the incorporation of NeXpose inside **Trend Micro's SecureSite**, a new hosted, Web-threat vulnerability scanning service for e-commerce Web sites to help protect customers and businesses while meeting **PCI DSS compliance** mandates.

Organizations are facing a combination of continually escalating security threats and a variety of compliance regulations that demand increased network visibility. Rapid7 and its comprehensive, high performance coverage of network, databases and Web applications has become a cornerstone of many partners' offerings, and the PartnerFirst program will provide the channel with the strong technical and sales support required to maximize revenue for both Rapid7 and its partners.


"Customers are increasingly looking for a comprehensive way to understand the security exposure of their organization while still addressing complex compliance challenges," said Aaron Shilts, vice president of professional services for FishNet Security. "Rapid7's vulnerability management capabilities, with its ability to address both current and emerging vulnerabilities, make NeXpose a key tool for our assessment team to meet and exceed our customers' security needs."

PartnerFirst Program

Rapid7's PartnerFirst reseller program is designed to provide business and technical support to the entire range of current and future partners, including consultants, resellers, VARs, MSSPs, OEMs and alliances. Depending on the individual partner needs, Rapid7 will provide:

- **Strategic Go-To-Market Business Plan** – Incorporating annual revenue benchmarks, the plan could include sales training, certification, co-marketing and other benefits.
- **Partner Portal Access** – Real-time access to up-to-date program information, channel training resources, competitive information, sales and marketing collateral, deal registration...all the necessary tools to help close deals and drive revenue.
- **Deal Registration** – Assists in partner time investment with compensation protection for pipeline initiatives.
- **PartnerFirst Technical Certification** – Provides a full understanding and best practices of Rapid7 products, and is the threshold for partners to receive more robust and extensive support.

"Our channel partners are seeing great demand for Rapid7's unique vulnerability management solutions," said Eric Dougherty, vice president of partners and alliances at Rapid7. "The PartnerFirst program will help current and future partners streamline and accelerate their sales efforts, continually bringing value to



the customer as they face increasing compliance and security challenges.”

About Rapid7

Rapid7 is a leader in vulnerability management and compliance, delivering a single unified solution across an organization’s entire infrastructure. Rapid7 NeXpose is the only solution that includes support for web applications, databases, operating systems, and network devices in a single system. NeXpose uncovers “hidden” threats that other systems cannot find, while at the same time separating these real threats from excessive “false positive” noise common to most vulnerability management systems. Organizations, including Black & Decker, Trader Joe’s, Florida State University, the *New York Times*, and the City of Philadelphia, continually rely on Rapid7 to mitigate risk and remain compliant. For more information, visit www.rapid7.com.