Top 5 Reasons Why Customers Are Switching

Learn why your peers are partnering with Rapid7 for their vulnerability risk management needs—and beyond.

1. One platform for your security needs

The Rapid7 Insight cloud offers a simpler, more unified approach to your security program. InsightVM is a tried-and-true leader in vulnerability management, and works in tandem with our portfolio of best-of-breed solutions, including a shared agent with InsightIDR, a Leader in the 2020 Gartner Magic Quadrant for SIEM.

With Rapid7, you have an alternative to juggling multiple vendors and products with limited avenues to share data across them.

2. Easy ways to prove value

Customers love InsightVM for making it easy to prove value and efficiency. Track efforts against Goals and SLAs—key metrics and KPIs that help demonstrate what your team has achieved for the business. Remediation Projects identify individual steps that can reduce the most risk, streamline the collaborative process, and show you how efficiently issues are resolved. Then, communicate your accomplishments to various stakeholders with pre-built and customizable reports and dashboards.

InsightVM also integrates with patch management tools for Automation-Assisted Patching. In The Total Economic Impact™ Of Rapid7 InsightVM, Forrester found that customers who switch to InsightVM experience a 60% reduction in patching efforts.

3. Research-driven technology

Security research is core to Rapid7, both as a vendor and as a member of the security community.

We are a CVE Naming Authority (CNA) with MITRE, invest in open data research, and leverage our learnings of the attacker

mindset to equip InsightVM customers with capabilities like Attack Surface Monitoring with Project Sonar, Integrated Threat Feeds informed by Project Heisenberg honeypots, and proprietary risk scoring informed by Metasploit.

4. Prioritization with unique attacker context

The Real Risk score in InsightVM assesses and prioritizes risk based on its potential impact to your organization and what attackers are actively doing in the wild. It not only factors in CVSS, but also malware and exploit exposure data from Metasploit and Exploit DB, exploitability, vulnerability age, and asset criticality for business context.

The results are clear: Customers who switched to InsightVM saved $2.3M in potential incidents and associated costs through up-front risk mitigation.*

5. Ease of getting started

InsightVM reduces the stress of switching by making it easy to navigate through vendor evaluation and deployment and adoption.

InsightVM is priced based on the number of assets in your environment, and gives you full functionality like container scanning, threat feeds, and policy assessment. No additional modules, no additional costs.

The in-product experience makes it easy to get started and locate the information you need quickly and reliably in one centralized view (read: no extra modules or products). The Total Economic Impact™ study found InsightVM helped customers realize a 33% reduction in investigation efforts and report 22% fewer false positives than their previous solutions.*

"Rapid7 is the only technology I've ever used that gives me a full, actionable view of my environment, all the way to the endpoint. I have a clear view of all the assets on my network, which ones can be exploited, and what I need to do in order to reduce the risk in my environment in real-time. **No other tool gives us that kind of value and insight.**"

Scott Cheney
Information Security Officer
at Sierra View Medical Center

SIERRA VIEW
MEDICAL CENTER

Rapid7's Insight Platform trusted by 7,900+ organizations & 120+ countries.

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Learn how InsightVM
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Read the eBook: 4 Steps to Prove the Value of Your Vulnerability Management Program

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