

RAPID7

Securely Advance, Together

Alessandro Michea

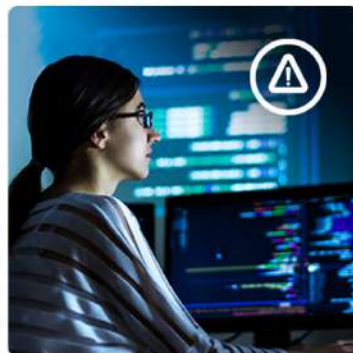
Account Executive – Eastern Europe & Italy

RAPID7

Best-in-Class
Technology



Security
Services



Research and
Community



Global
Ecosystem



9,900+
Customers

41% of Fortune 500
NASDAQ: RPD

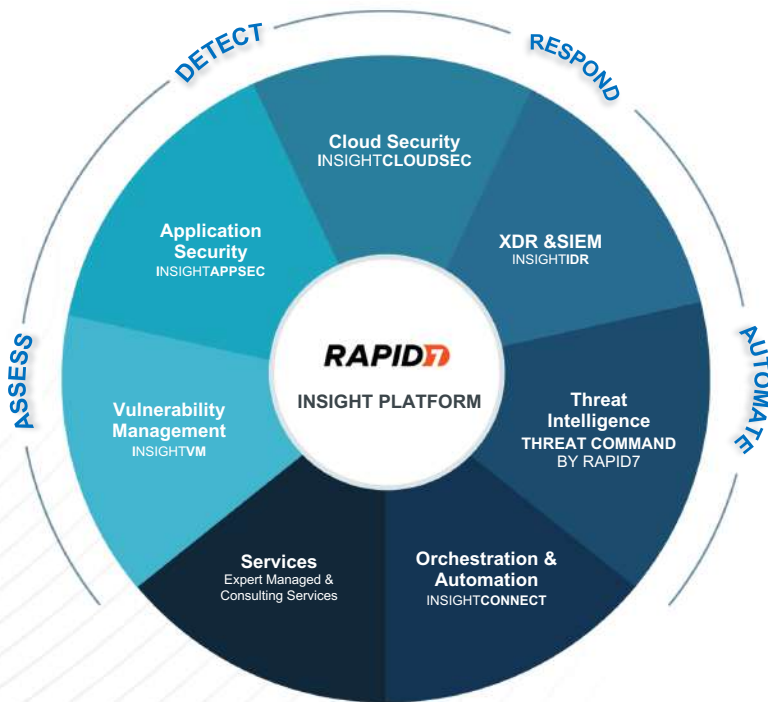
Global
Footprint

144 Countries
21 Offices

Leader of
Innovation

56 Patents
Open Source Communities

Comprehensive security that powers your business.



Technology

- Best-in-Class Portfolio
- Unified Platform Services
- Plug and Play Integrations
- Intelligent Automation

Expertise

- Security Research
- Open Source Community

Differentiators

- Flexible Product and Managed Service Mix
- Time to Value
- Vendor Consolidation

Our leading-edge research instantly gives customers unparalleled intelligence.



Metasploit

The most used penetration testing tool



Project Sonar

Internet-wide scans



Attacker KB

Vulnerability database



Project Heisenberg

Global honeypot network



Velociraptor

Digital forensic endpoint detection and response



Vulnerability Disclosures

Publicly released security flaw data

We disrupt attackers,
not your tech stack.



Best-in-class solutions all in one platform.

insightVM

FORRESTER®

Leader

Vulnerability Risk Management

insightIDR

Gartner

Leader

SIEM

insightAppSec

Gartner

Visionary

Application Security Testing

insightConnect

Gartner

Top Vendor

Market Guide

insightCloudSec

Gartner

Top Vendor

Market Guide

Solutions and Services

Insight Platform

Deep visibility, high-fidelity detections, and end-to-end automation in one unified platform.

- ❑ Lightweight single endpoint agent
- ❑ Cloud-based global deployment
- ❑ Security automation and customization
- ❑ Comprehensive API and 3rd-party integrations



Enable Better Decisions

Contextualized data and analytics help you make smarter decisions with more speed.



Improve Collaboration

Reduce complexity with integrated data that leverages existing security and IT systems across the platform.



Streamline Everything

Simplify time-intensive, highly manual tasks with comprehensive automation and centralized controls.



Start Anywhere, Scale Antime

Expand your security program and extend your team and capabilities as your business evolves.

VULNERABILITY MANAGEMENT

InsightVM

Cover more surfaces, prioritize more effectively, remediate painlessly.

USE CASES

- ❑ Prioritize risks that truly matter
- ❑ Reduce time to remediation
- ❑ Build common language between security and IT
- ❑ Facilitate risk conversations with executives



Comprehensive Asset Visibility

For modern infrastructure: physical, cloud, virtual and container, as well as OT/IoT.

Unparalleled Attacker Research

Informed by security expert community, real world activity and threat intelligence.

Real Answers and Actionability

Adjust to fit your unique cloud security ecosystem and business needs.

Reduced Friction Between Security and IT

Rich, dynamic reporting: Automation for speed and control.

CAPABILITIES



APPLICATION SECURITY

InsightAppSec

Reduce risk in your applications.

USE CASES

- ❑ Discover vulnerabilities in your web application and APIs
- ❑ Validate identified CVEs and confirm fixes
- ❑ Detect, in real time, attack attempts vs. breaches
- ❑ Determine, and block, any suspicious actors
- ❑ Ensure dev teams use secure third-party code at runtime



Complete SDLC Coverage

Secure your applications across the SDLC with Testing and monitoring.

Empower Devs, Ease Remediation

Empower devs to confirm vulns with Attack Replay or dig into detail via the Stack Trace..

Expertly Managed Service

Focus on what matters, let Rapid7 experts give you time and focus back.

Holistic Approach to Risk

A unified view of risk across both infrastructure and applications.

CAPABILITIES


Dynamic Application Security Testing


Application Security Monitoring & Protection


CI/CD and Ticketing Integrations


Compliance Reporting (PC, HIPAA and others)


API Testing and Protection


SCA at Runtime

CLOUD SECURITY

InsightCloudSec

Continuous security and compliance for cloud environments.

USE CASES

- ❑ Cloud inventory and asset management
- ❑ Misconfiguration and data breach prevention
- ❑ Full CI/CD lifecycle security
- ❑ Governance, risk management, and compliance



Full Coverage and Unified Visibility

Get unified inventory to track risk across even the most complex cloud and container environments.

Real-time Risk Assessment

Dynamically gather data on configuration changes for up-to-the-minute cloud risk assessment.

Best-in-Class Automation

Reduce dwell time and manual effort with Automated notification and remediation workflows.

Adaptability and Extensibility

Operationalize cloud security through enterprise-grade flexibility and extensibility.

CAPABILITIES


Cloud Security Posture Management


Kubernetes Security


Cloud Workload Protection


Infrastructure-as-Code Analysis


Cloud Identity and Access Management


Customizable Reporting

XDR & SIEM

InsightIDR

Detect faster, respond smarter
secure everywhere.

USE CASES

- ❑ Single correlated view of your entire modern environment
- ❑ Native detections across users, endpoints, network, cloud, and more
- ❑ Increase efficiency and level-up security operations
- ❑ Faster MTTD and MTTR



Get Up and Running Faster

See value faster and empower every analyst to be an expert.

Trust Detections on Day One

Unique intelligence and embedded MDR expertise drive high-fidelity detections.

Transform at Scale

XDR coverage across the modern environment.

Accelerate Response

Detailed investigations and automation keep you Ahead of attackers.

CAPABILITIES


Endpoint Detection &
Response (EDR)


SIEM, Log Search
and Analysis


Network Traffic
Analysis (NTA)


Investigations & Case
Management


User and Entity
Behavior Analytics


Automation
(SOAR)

THREAT INTELLIGENCE

Threat Command

Minimize brand risk across the clear, deep and dark webs.

USE CASES

- ❑ Gain 360-degree external threat protection
- ❑ Automate instant responses within your environment
- ❑ Simplify threat workflows
- ❑ Save time and resources



Get Immediate ROI

See results in as little as 24 hours.

Focus on Relevant Threats

Get alerts tailored to your unique digital properties.

Speed Response Across Your Environment

Block and automate across all security devices.

Cut Brand Exposure Time

Take advantage of best-in-class average takedown success rate of over 85% in under 24 hours.

CAPABILITIES



External Threat Detection



Clear, Deep and Dark Web Perotection



Alert Triage



Investigation



Threat Remediation



Brand Protection

SECURITY ORCHESTRATION, AUTOMATION & RESPONSE

InsightConnect

Plan, investigate and respond faster and more effectively.

USE CASES

- ❑ Automate incident response
- ❑ Integrate with IT and Security Systems
- ❑ Accelerate vulnerability management
- ❑ Ease cross-functional collaboration
- ❑ Simplify analyst decisioning



Reduce Response Times

Leverage automation to reduce MTTR & manual tasks.

Patch Vulnerabilities Faster

Leverage orchestration to better prioritize and coordinate patching.

Reduce Strain on Your Team

Eliminate repetitive tasks, ease collaboration and improve decision making.

Improve Collaboration with IT

Security is a team sport.

CAPABILITIES



Hundreds of Pre-built Integrations



Collaborate Easily Using Slack/Teams



No Code Workflow Development



Automate insightIDR & insightVM Actions



Extensive Library of Contributed Workflows



Reporting of Automation ROI

The Rapid7 Threat Complete Offer



Unlock a unified risk and threat experience with proactive, detective, and responsive security:

- Know your exposure
- Find threats earlier
- Respond with confidence

Two solutions. One partner.
Complete coverage.

Gartner

Peer Insights Vuln. Assessment, 2020
CUSTOMERS' CHOICE

FORRESTER

VRM Wave, Q4 2019
LEADER

Gartner

SIEM Magic Quadrant, '20 & '21
LEADER

FORRESTER

Security Analytics Wave '20
STRONG PERFORMER

FORRESTER

MDR Wave '21
STRONG PERFORMER

IDC

MDR Marketscape '21
LEADER

The Rapid7 Risk Complete Offer



Experience modern risk management with Rapid7. Your partner to future proof your business.

Secure your cloud with Rapid7 and get unlimited coverage for applications and traditional infrastructure.

Three solutions. One partner. Complete coverage.

STRONG PERFORMER
Cloud Workload Security, Q1 2022

FORRESTER

VISIONARY
AppSec Magic Quadrant 2021, 2022

Gartner

CUSTOMERS' CHOICE
Peer Insights Vuln. Assessment, 2020

Gartner

LEADER
VRM Wave, Q4 2019

FORRESTER

Managed Services

Advance your security program, manage risks and confidently stop attackers with experts by your side.

- ❑ **Multiple services solve critical security challenges**
- ❑ **Rapid7 experts become force multipliers for your team**
- ❑ **Optimize your program with tailored guidance**
- ❑ **Powered by Rapid7's industry-leading technology**



Drive Your Program Forward

Strengthen your security posture with the people, processes and technology to protect your business.



Extend Your Team With Experts

Partner with our experts to stay ahead of threats, minimize risk and multiply your impact.



Accelerate Security Maturity

Enhance the efficacy of your program with strategic guidance and advise, tailored to your business.



Smarter Decisions, Better Outcomes

Leverage technology with actionable feedback so you can prioritize critical threats and maximize your investments.

Thank you!