



# Deal Registration & Competitive Displacement Promotion

October 29th, 2024 through March 31st, 2025

**Rapid7 Distributor** approved Deal Registrations will qualify for an additional discount!

We are also offering an **additional 5% Displacement discount** that further boosts the discount on Deal Registrations when **Exposure Command** is replacing Tenable or Qualys within the Customer's environment.

- The additional promotional booster discount is applied on top of your standard Deal Registration program discount.
- The 5% competitive displacement discount must be indicated via the 'Incumbent Vendor' field on the Deal Registration form. Competitive displacement discounts will be reviewed by Rapid7 and applied to your approved Exposure Command quote.
- All Rapid7 subscription based products are eligible, with no minimum deal size.
- For partner-sourced new logos only. Deal Registrations must be registered, approved and closed/won through the Rapid7 Partner Portal, between October 29th 2024, and March 31st, 2025. No new nor open deals outside of these dates will qualify.
- Approved deal registrations will automatically have the discount applied to the Rapid7 issued quotes.

For full terms and conditions see page 2



We are excited to announce the launch of the **Rapid7 Partner Academy!** A comprehensive training and certification program designed to empower you in helping customers command their attack surface with confidence.

Access the Partner Academy  
[partners.rapid7.com](https://partners.rapid7.com)



You can find **Exposure Command** sales resources for our Partner community in the [Partner Portal](#)



## Questions?

Reach out to your local Partner Account Manager or contact us via [partners@rapid7.com](mailto:partners@rapid7.com)

# Promotion Terms & Conditions - Distributors

1. Distribution Partners who hold contractual discounts with Rapid7 will receive a maximum discount of 45% for software products and 35% for managed service products against deals that meet the criteria of this promotion and have an approved and closed/won Deal Registration-Partner Sourced (hereinafter referred to as "Deal Registration") between October 29th , 2024 and March 31st, 2025.
2. Distributors are responsible for managing all pricing discussions related to this promotion directly with their resellers and leveraging this promotion as appropriate.
3. Distribution discounts on deals that do not qualify for this incentive promotion remain unchanged and normal contractual discounts will be applied.
4. The 5% competitive displacement discount is in addition to the maximum discounts listed in #1, and must be indicated via the 'Incumbent Vendor' information on the Deal Registration form. Competitive displacement discounts will be reviewed by Rapid7 and applied to your approved Exposure Command quote. Competitive displacement discount will only be applied in scenarios where Exposure Command is sold to a customer that is new to Rapid7 and who are replacing a Vulnerability Management solution offered by Tenable or Qualys.
5. Once approved, the Deal Registration is valid for 120 days from the date of approval. All promotional discounts will be honored through March 31st 2025.
6. The Deal Registration promotional discount is valid on leads registered and approved for NEW customers only. New customers are defined as a Customer who does not have any active subscription with Rapid7 for any product or service. Deal Registrations submitted for existing Rapid7 customers will not be honored as part of this promotional incentive, and only standard Deal Registration discounts would apply.
7. Deal Registration promotion discount is applicable to any Rapid7 subscription licensed product.
8. This promotion is available to Distributors in all regions.
9. The Deal Registration opportunity must be approved by Rapid7 via our standard approval process with a Deal Registration Type of 'Deal Registration' (also known as Partner Sourced).
10. MSSP Opportunities are not eligible for this promotional incentive.
11. 'Co-Sell' and 'Standard Transfer' approved opportunities are not eligible. Please see the Rapid7 PACT Program guide for more details around Deal Registration types.
12. NO additional discounts beyond the promotional discount(s) will be granted unless via exception process and approved by Rapid7 leadership. This includes one-time discounts, competitive discounts, and additional discounts.
13. The promotional discounts will be applied against the Rapid7 'Volume List Price' or 'List Price', which is typically determined by the number of assets being purchased.
14. The promotional discounts will be applied on the initial sale and the subsequent renewal. However will not be applied on any subsequent customer transaction, upsells and upgrades.
15. Participation is open to all Rapid7 Distributors in good standing, unless otherwise notified in writing by Rapid7.
16. By participating in this promotion, Partner is indicating its agreement to be bound by these terms and conditions.
17. Terms and Conditions of this promotional discount are subject to change at any time and can be canceled without notice and without liability to Rapid7.
18. Rapid7 will have final authority on any decisions or exceptions made to these terms and conditions or scenarios not covered above.