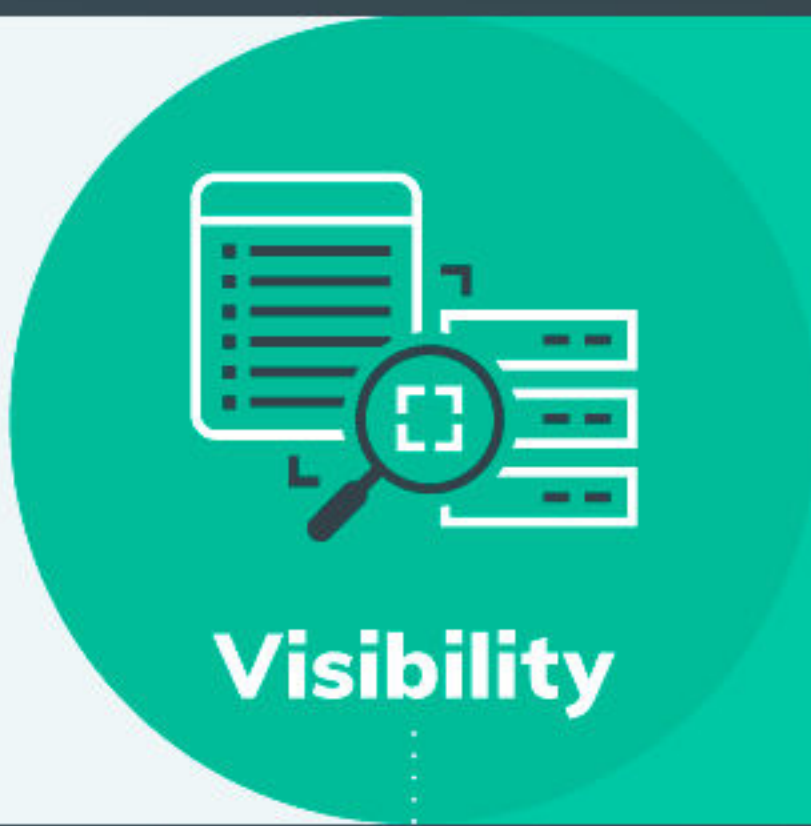# RAPID7

The Total Economic Impact
of Rapid7 InsightVM

In a study conducted by Forrester Consulting, customer interviews and data aggregation show the following three-year impact of adopting Rapid7's leading vulnerability risk management offering.

Visibility

BEFORE
Using Rapid7 InsightVM security professionals experienced:

- Lack of granularity
- Lack of vulnerability context
- Limited awareness of off-network assets

AFTER
Using Rapid7 InsightVM customers experienced:

- **22%** reduction of false positives
- **10–15%** time saved implementing InsightVM earlier in the development lifecycle
- Organization-specific risk scoring

> The biggest problem in security is not, 'hey, there's an issue here,' but rather it's about telling the story of the issue, what it means to the business, and how to remediate it. With InsightVM, I can tell a huge part of the story from one place.

INFORMATION SECURITY MANAGER, FINANCIAL SERVICES INDUSTRY

Efficiency

BEFORE
Using Rapid7 InsightVM security professionals experienced:

- High quantity of vulnerabilities on every network
- No remediation guidance
- Time-consuming triage
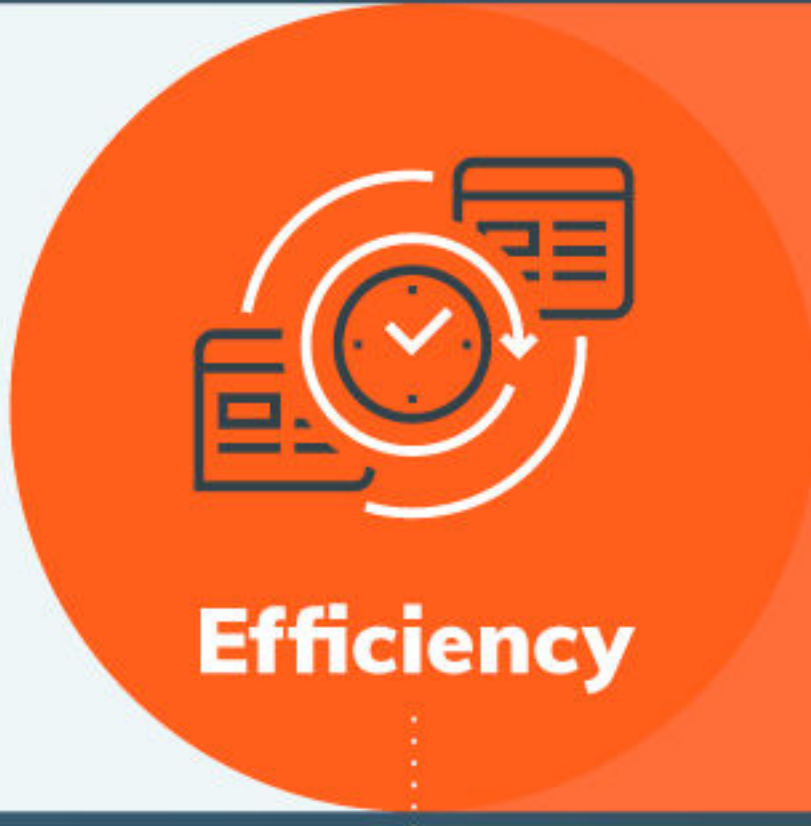
AFTER
Using Rapid7 InsightVM customers experienced:

- **33%** reduction in manual effort to investigate and remediate vulnerabilities
- **33%** faster remediation from contextualized remediation guidance
- **60%** decrease in patching efforts

> InsightVM really reduces the amount of work that my team has to do. Before, a lot of it was working with application and server owners to provide them reports, then do the scans, etc.—it was a major time sink. Now the platform is mostly self-service, giving infosec hours back that we can apply elsewhere.

DIRECTOR OF INFORMATION SECURITY, HEALTHCARE INDUSTRY

Reporting

BEFORE
Using Rapid7 InsightVM security professionals experienced:

- Burdensome
- Manual process
- Lacks specificity to each stakeholder

AFTER
Using Rapid7 InsightVM customers experienced:

- **40–50%** time saved on reporting activities
- Easier report creation, without loss of fidelity
- Customizable reporting for every stakeholder

> What we really like about Rapid7 is the reporting. Our teams get their own different reports from the system and they can see which hosts have issues and which of those hosts are most severe. The nice touch on top is that the report tells us how to fix those issues.

INFORMATION SECURITY TEAM LEAD, IT SERVICES INDUSTRY

Flexibility

BEFORE
Using Rapid7 InsightVM security professionals experienced:

- Siloed teams
- Disparate tools
- Operational drag

AFTER
Using Rapid7 InsightVM customers experienced:

- Augmentation of SOC with Managed Detection and Response
- One agent for multiple solutions
- Connectivity via a RESTful API

Dig deeper into Forrester's findings:

Read the full study and calculate your potential savings at **rapid7.com/insightvm-roi**.

RAPID7