# InsightCloudSec Key Features Training

**Be future ready, see what's coming next. Secure what's next.**

The Rapid7 Partner Academy is an on-demand learning site located in the partner portal, designed to provide you with training solutions that enable you to get the most value out of Rapid7. The academy consists of self-paced training, certifications, webinars, and videos.

All course content for the InsightCloudSec Key Features Training is delivered on-demand, via the partner portal. Any questions regarding access to the course or specific course content should be directed to [partners@rapid7.com](mailto:partners@rapid7.com).

## General Information

### Course Description

The InsightCloudSec Key Features Training is a self-paced course consisting of 3 different modules. Each module includes a series of videos, providing a breakdown of individual features that make up the solution. A knowledge check is required at the end of the training, with an 80% pass rate. The training should take about 30 minutes to complete.

### Expectations and Goals

Prior to starting any product specific training, the Level 2 - Platform Positioning training must be completed. This course is the next step in your technical sales training journey to better qualify and position Rapid7 solutions to your customers. The intended audience for this course is anyone with a technical sales background and familiar with the Cloud Security field.

Participants who successfully complete this course will be able to effectively communicate:

- An overview of InsightCloudSec - how the customer will use the product, why they will use it, and what it looks like

- A breakdown of how to show the product to customers, explaining nuances where appropriate

A downloadable certificate will be available upon course and quiz completion.

*Course completion for this level will be applied to the Product Technical Training requirement in compliance with the Rapid7 PACT Program. For more information about the PACT Program and a full list of requirements, see the program guide in the partner portal.

## Course Overview

| Module | Topic of interest |
|--------|-------------------|

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|---|---|
| **01** | Summary |
| | Library Tab |
| | Cloud Inventory / Harvesting Strategies |
| | ICS 101 Insights |
| | Compliance Packs |
| **02** | Resources |
| | Compliance Scorecard |
| | Container Vulnerability Assessment (CVA) |
| | Threat Findings |
| | Layered Context |
| **03** | Custom Insights |
| | Exemptions |
| | Custom Compliance Packs |
| | Scorecard Exports |
| | BotFactory |