



Reference Activity Menu



Video Testimonial

Be the subject of a video highlighting your ForeScout security deployment. A video crew will visit your site to film you discussing your use of ForeScout as well as the business value and benefits derived. Video testimonials are edited to one to three minutes in length.



Case Study

Help us create a one to two page overview documenting best practices and how your ForeScout security deployment translates into business value. The written case study communicates the success and benefits of your ForeScout security solution. Case studies are public facing and posted on ForeScout.com. A 30-45 minute interview is required and ForeScout handles the writing, layout and production.



Media Call

Share your success story with business and industry media. We monitor editorial calendars and let you know when the right opportunity arises to be featured in a business or trade publication. We'll brief you in advance of the call, which typically averages 15-30 minutes.



Conference Speaker

Present yourself as an industry thought leader by speaking on our behalf at leading industry tradeshows, conferences and seminars. Typically, this involves discussing how your ForeScout security solution addresses business issues and delivers dramatic results.



Social Media and Blogging

Highlight your ForeScout success story in a ForeScout Executive Blog or other social media channels that interest you.



Name/Logo Usage

Provide ForeScout approval to use your company name and/or logo in any number of electronic or printed marketing materials. We'll use your logo either alone or among a list of ForeScout customers appearing on websites, brochures, data sheets or other marketing materials.



Webcast Presenter

Share your best practices and/or success story in an online webinar for prospective ForeScout clients. This typically entails 10-45 minutes of presentation time.



Press Release & Press Release Quote

Agree to be the subject of an external press release. Press releases are a great way to position you and your company's name in the media. The press release interview and approval process generally takes less than an hour of your time. Approve a quote or a two to three sentence descriptive paragraph regarding your ForeScout security solution or share your opinion on new ForeScout products for use in a public press release.

Reference Activity Menu Continued



Industry Award

Allow Forescout to nominate you for one of the many awards given by magazines, industry associations and user groups. Whether you win or not, you'll be recognized for your participation. The application review process only requires 30-45 minutes of your time and Forescout will take care of drafting the submission on your behalf.



Analyst Reference

Speak with top industry analyst organizations such as Gartner, IDC and Forrester. These organizations want to speak to Forescout customers to get a real-world perspective on how you are tackling security challenges. If you choose to participate, interviews are typically done via phone and take about 30 minutes.



Sales Call

Tell your Forescout security story to one of Forescout's prospective customers who face challenges similar to those you once did. We'll brief you in advance of the call, which will probably take 30 to 45 minutes.



Site Visit

Host prospective Forescout customer(s) at your location so they can see firsthand what you're doing with Forescout security solutions.



Roundtable Call

A one-to-many reference call, led by you and your Forescout Reference Manager. The key topic of interest is your Forescout solution, and the session features a live Q & A with attending Forescout customers and prospects.



Product Review

Share your feedback regarding the Forescout solution on PeerSpot or Gartner Peer Insights. These third party product review sites are built for professional end-users that want to read feedback from real users.

Forescout Technologies, Inc.

Toll-Free (US) 1-866-377-8771
Tel (Intl) +1-408-213-3191
Support +1-708-237-6591

Learn more at [Forescout.com](https://www.forescout.com)

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