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ForeScout Signs Value-Added Distributor, Arrow, in the U.K.

Arrow to support the UK and Ireland channel community with ForeScout's CounterACT Security Platform

CAMPBELL, Calif., 11 February 2015 – [ForeScout Technologies, Inc.](#), a leading provider of continuous monitoring and mitigation solutions for Global 2000 enterprises and government organisations, today announced that it has signed value-added distributor Arrow, in the U.K., as it continues to expand its customer base via a bolstered U.K. reseller channel.

Building on the existing relationship between Arrow and ForeScout in the DACH region (Germany, Austria and Switzerland), the two companies decided to expand the current agreement to include the U.K. and Ireland. Today, many organisations are dynamically transforming their businesses to support new business models; and network complexity, exposure diversity and security threat velocity are growing challenges for most organisations.

David Ellis, director of strategy at Arrow ECS UK and Ireland said “We are delighted to add Forescout to our portfolio and are excited to take their technologies to our resellers. Through ForeScout’s ControlFabric™ technology, we can add continuous monitoring and mitigation to our existing suite of security solutions by leveraging their CounterACT™ platform, and in return, allow organisations secure access to business-critical information regardless of time, location, or device.”

Through its unique channel programmes, Arrow provides its resellers with the necessary support and skills to successfully compete and win in the highly competitive UK security market, through a wide range of value added services including sales, marketing and technical support

“As we continue to grow our business in the UK, our collaboration with Arrow will allow us to further strengthen and expand our position through their network of specialised resellers and system integrators,” said John Hagerty, EMEA director for Channels at ForeScout. “We see this as a huge benefit to our business, and through Arrow’s customer network and services, we can continue to expand our presence in the UK.”

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About ForeScout Technologies, Inc.

ForeScout enables organisations to continuously monitor and mitigate security exposures and cyberattacks. The company's CounterACT™ appliance dynamically identifies and evaluates network users, endpoints and applications to provide visibility, intelligence and policy-based mitigation of security problems.

ForeScout's open ControlFabric™ architecture allows a broad range of IT security products and management systems to share information and automate remediation actions. Because ForeScout's solutions are easy to deploy, unobtrusive, extensible and scalable, they have been chosen by more than 1,800* of the world's most secure enterprises and government agencies in over 62 countries.

Headquartered in Campbell, California, ForeScout offers its solutions through its global network of authorised partners. Learn more at <http://www.forescout.com>.

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*Data current as of 1/1/2015

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