



FOR IMMEDIATE RELEASE

Media contact:
Deb Montner
Montner & Associates, Tech PR
203-226-9290
dmontner@montner.com

ForeScout Achieves MSPAlliance Vendor Accreditation

Cupertino, Calif. — November 1, 2011 — [ForeScout Technologies, Inc.](#), a leading provider of automated security control solutions for Fortune 1000 enterprises and government organizations, today announced that the company has been accredited under the [MSPAlliance \(MSPA\) Vendor Accreditation Program \(VAP\)](#). VAP is the first program of its kind, specifically designed by Managed Service Providers (MSPs) as a benchmark for vendors who sell to the MSP community. Also today, the company separately announced availability of its award-winning [CounterACT network access control \(NAC\) as a platform for hosted and managed service providers \(MSPs\)](#).

ForeScout's vendor accreditation is under the MSPAlliance (MSPA) Vendor Accreditation Program (VAP). Vendors who bear the VAP seal have shown they abide by the highest principles of quality in areas such as financial stability, positive channel practices, product research and development, and MSP customer satisfaction.

"The Vendor Accreditation Program is important to MSPs, since companies that receive accreditation have demonstrated their ongoing commitment to the channel," said Charles Weaver, president of the MSPAlliance. "We continue to attract industry leading vendors that can extend significant value to our community and we are pleased to have ForeScout achieve accreditation."

Joining the MSPAlliance as an accredited vendor coincides with the company's announcement of introducing its award winning [CounterACT network access control \(NAC\) solution as a cloud platform](#) targeting hosted and managed service providers (MSPs). CounterACT delivers real-time visibility and automated security controls with fully integrated capabilities for guest networking, network access control, mobile security, endpoint compliance and threat prevention.

"Service providers are looking to extend their managed security services beyond firewall, IPS, VPN and anti-virus offerings. Beyond the added value and differentiation a new service can yield, service providers must consider the ease at which the service can be implemented, the ability to leverage available internal resources and the customer installed base, and what level of service guarantees can be delivered," said Bojan Simic, research analyst with TRAC Research. "With increased network access threats and adoption of personal and mobile devices in the corporate network, ForeScout has packaged the

more

right product at the right time for MSPs to take advantage of helping their customers build out necessary defenses.”

ForeScout’s CounterACT platform, proven in private and hybrid cloud environments, enables service providers to extend their security portfolio with necessary deployment and service level confidence. As a result, mid-tier, large and government enterprises can extend defenses and automate policy-based controls while optimizing security expertise and capital expenditure. ForeScout invites its channel partners and service providers to explore the CounterACT MSP platform at www.forescout.com/msp.

“The MSPAlliance is a well-respected platform for peer and vendor collaboration on trends, issues, opportunities and technologies within the MSP community,” said Scott Gordon, vice president of worldwide marketing. “We look forward to participating in the alliance and enabling CounterACT to best support service providers and their customers.”

About MSPAlliance

For more than 10 years, the MSPAlliance has served as the chief advocate and unified voice for the Managed Services industry, and is the only organization that promotes the highest level of professionalism, reliability and integrity. As the world’s largest Professional Association and Certifying Body for the Managed Services Industry, the MSPAlliance was created to meet the needs of the Managed Services Professional and to educate the end-user community and ecosystem-at-large on the benefits of utilizing a Managed Service Provider. For additional information, please visit <http://www.mspalliance.com/>. To access the MSPNews site, please visit <http://www.mspnews.com/>.

About ForeScout Technologies, Inc.

ForeScout enables its customers to unleash the full power of their network through enterprise-class security and control. ForeScout’s automated solutions for network access control, mobile security, threat prevention and endpoint compliance empower organizations to gain access agility while preempting risks and eliminating remediation costs. Because ForeScout security solutions are easy to deploy, unobtrusive, intelligent and scalable, they have been chosen by more than 1,000 of the world’s most secure enterprises and military installations for global deployments spanning 37 countries. Headquartered in Cupertino, California, ForeScout delivers its solutions through its network of authorized partners worldwide. Learn more at www.forescout.com.

ForeScout Technologies, Inc. is a privately held Delaware corporation. ForeScout, the ForeScout logo, CounterACT and ActiveResponse are trademarks of ForeScout. Other names mentioned may be trademarks of their respective owners.