

# ENVISION Reseller Partner Program Summary

February 2020



## Forescout Envision Reseller Partner Program Overview

The Forescout Envision Reseller Partner Program (“Program”) supports Resellers and Distributors in continually moving the sales cycle forward with end-customers from demand generation to deal validation to opportunity close and delivery of services. Through the Program, Resellers like you benefit from a variety of resources and tools to help you grow your Forescout business and have Forescout’s full engagement throughout the marketing and sales process. The Program aims to support three guiding values to better enable your business: Engage, Empower and Enrich.

### Program Overview

The Envision Partner Program enables Resellers to market, resell and provide services for all Forescout products and solutions. It is designed to help partners accelerate business opportunities through a suite of best-of-breed solutions, incentive programs, a full complement of sales and technical tools, marketing resources, delivery service support, and training and certifications.

A program level of Silver, Gold or Platinum is granted to each Reseller entity that executes an Indirect Reseller Agreement and is predicated on the Reseller achieving and maintaining the requirements for that Program level during each calendar year. Forescout proactively reviews and assesses Resellers’ eligibility to advance to a higher Program level.

The Forescout Envision Partner Program is structured with a set of sales performance and certification requirements that are aligned to our specific selling markets. Thresholds are established at the country level unless otherwise specified by the Partner’s regional or global contractual terms with Forescout.

### Benefits

The Program extends a breadth of benefits to support invested Resellers in marketing, selling and delivering services for Forescout solutions. Benefits include discounting incentives, deal protection, Marketing Development Funds (“MDF”), sales and marketing resources, discounted product access for use in demos and Proofs of Concept (PoCs), and access to free training and certification curriculums.

### Discount Guidance

Forescout supports two discount structures, both of which offer more discount predictability where a priority is placed on ensuring Forescout Partner profitability.

### About Forescout

Forescout Technologies is the leader in device visibility and control. Our unified security platform enables enterprises and government agencies to gain complete situational awareness of their extended enterprise environments and orchestrate actions to reduce cyber and operational risk. Forescout products deploy quickly with agentless, real-time discovery and classification of every IP-connected device, as well as continuous posture assessment. As of September 30, 2019, approximately 3,600 customers in over 80 countries rely on Forescout’s infrastructure-agnostic solution to reduce the risk of business disruption from security incidents or breaches, ensure and demonstrate security compliance and increase security operations productivity. Learn how at [www.Forescout.com](http://www.Forescout.com).