

# FORESCOUT®

Active Defense for the Enterprise of Things™



Safeguard your enterprise by continuously identifying, segmenting and enforcing compliance of every connected thing.



# Your enterprise is an **Enterprise of Things**

Every *thing* that touches your enterprise exposes you to potential risk. You must see it and secure it. ForeScout provides the only solution that actively defends the Enterprise of Things at scale.



# WELCOME

Explore ForeScout Solutions and learn how ForeScout keeps you secure across all your network environments: campus, IoT, data center, cloud and operational technology (OT).

ForeScout Solutions include Device Visibility, Asset Management, Device Compliance, Network Access Control, Network Segmentation and Incident Response.

## HOW TO USE THIS GUIDE

This interactive guide includes clickable links. Use them to jump between sections or access supporting resources.

The navigation bar at the top allows you to move between sections.

“Hackers could use smart displays to **spy on meetings**.” – *wired.com*

“NASA Jet Propulsion **Laboratory network was hacked** by targeting a Raspberry Pi that wasn’t supposed to be connected to it.”  
– *businessinsider.com*

“Nearly 20% of organizations observed at least one Internet of Things **(IoT)-based attack** in the past three years.” – *Gartner*

“By 2023, the average CIO will be responsible **for more than 3 times** the endpoints they managed in 2018.” – *Gartner*

“**65% of acquiring companies** experience buyers’ remorse after closing an M&A deal due to cybersecurity concerns.”  
– *ForeScout Report*

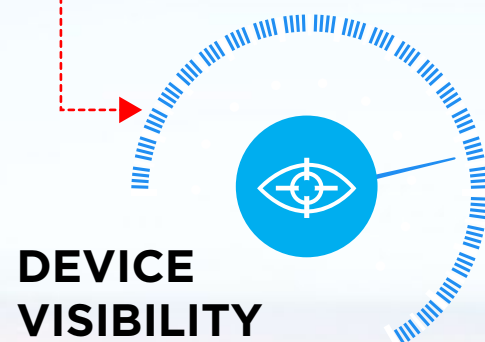
“**71% of devices** running unsupported Windows operating systems as of January 2020.”  
– *ForeScout Report*





# ForeScout Solutions

Gain 100% visibility and classification of all connected physical, virtual and IoT/OT devices.



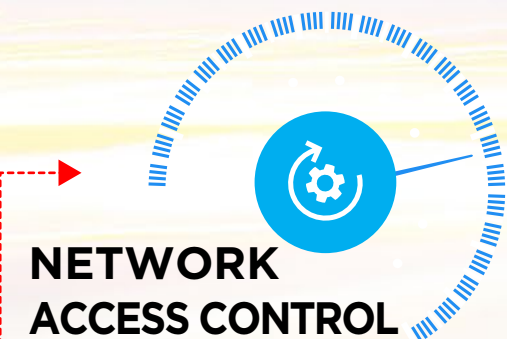
Manage and secure all IP-connected devices with an accurate, real-time inventory.



Continuously assess devices, monitor them and enforce security policies to maintain compliance.

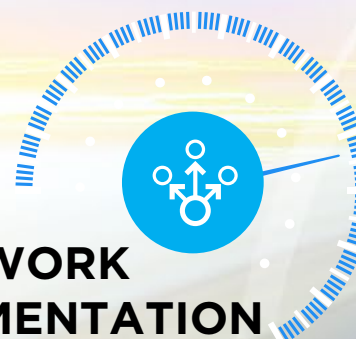


**NETWORK  
ACCESS CONTROL**



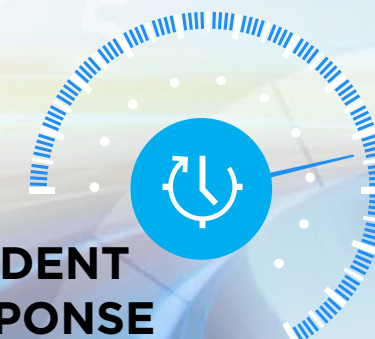
Control access simply and easily to prevent unauthorized or rogue devices from connecting.

**NETWORK  
SEGMENTATION**



Confidently segment your network to eliminate lateral infiltration risks.

**INCIDENT  
RESPONSE**



Respond and remediate quickly to reduce risk of business disruption from security incidents/breaches.



Click on an icon to learn more.





# Device Visibility

## You can't secure what you can't see.™

Continuously discover, classify and profile your entire enterprise of things—all IP-connected IT, IoT and OT devices—the instant they enter your network. Gain accurate, real-time visibility of every asset using active and passive methods to drive security and IT management.

## The Forescout difference:

- Automatically discover and classify 100% of devices, no agents required
- Assess device security posture on employee-owned, contractor-owned and IoT/OT devices without risking business disruption
- Continuously monitor devices and compliance status as devices come and go from your network

*"We started implementation at lunchtime and when I fired up my computer that evening, 97 percent of our environment had already been discovered and classified. Within seven hours, we had detailed visibility of our global environment. That's impressive."*

— Joseph Cardamone,  
Sr. Information Security Analyst  
and NA Privacy Officer, Haworth

### BEFORE Forescout

A single unknown device is all a breach needs

Inconsistent and incomplete view across campus, data center, cloud and OT

Can't see devices that don't have a software agent

Audits find up to 60% unknown devices

### AFTER



100% device visibility

Single platform discovers & classifies traditional, non-traditional (including IoT/OT) & virtual instances (VMs/cloud workloads)

Agentless visibility - no software agents required

Find up to 60% more devices

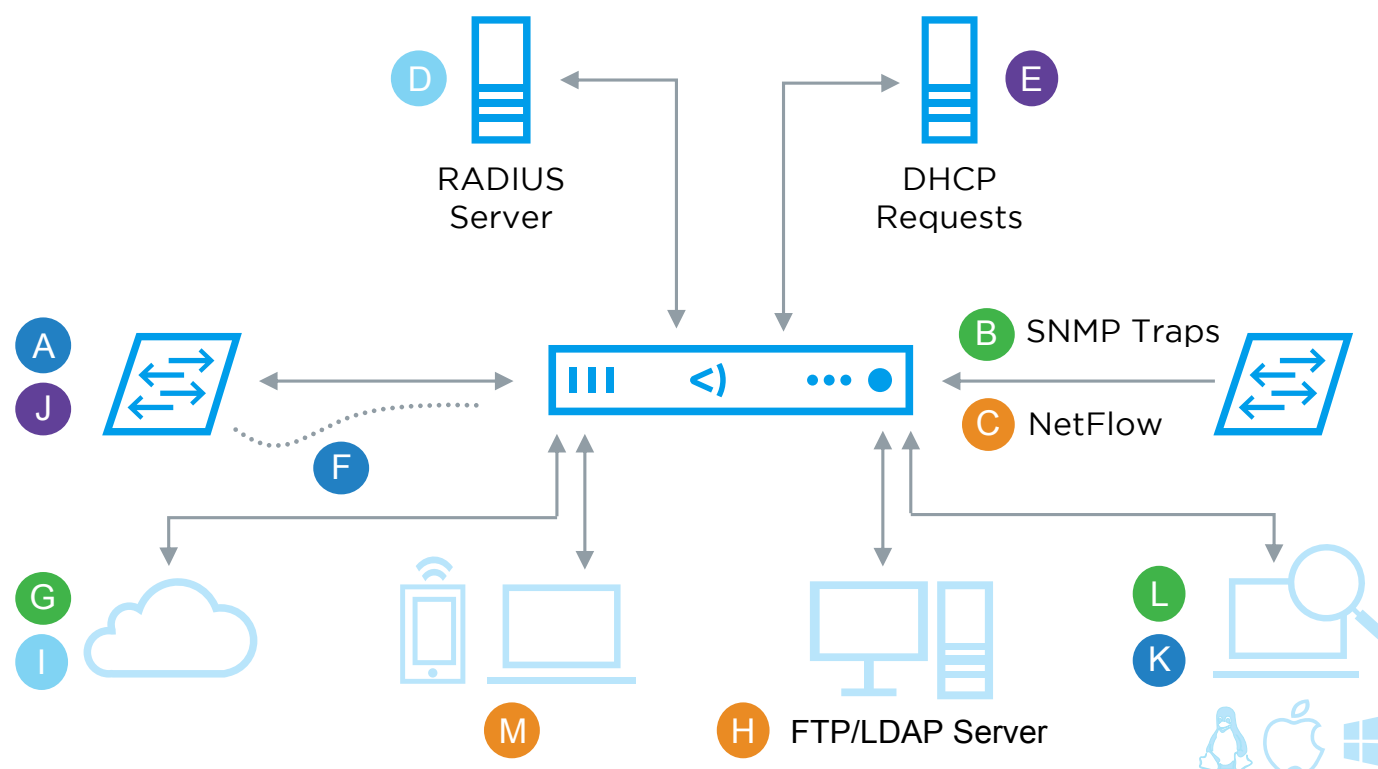
> How It Works

> Forescout Difference

> Let Us Show You



# How it works: Device Visibility



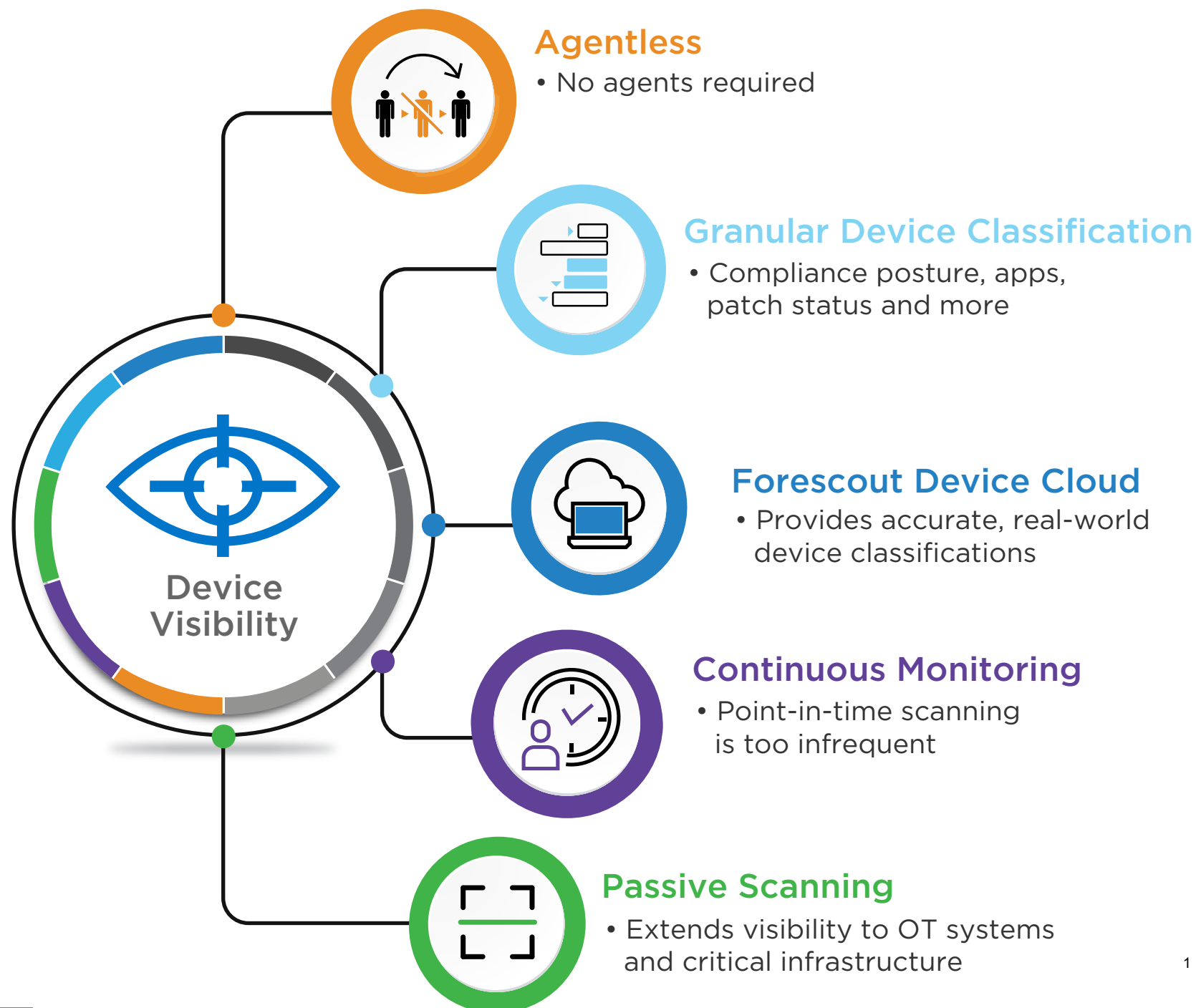
- A Poll switches, VPN concentrators, APs and controllers for list of devices that are connected
- B Receive SNMP traps from switches and controller
- C Receive NetFlow, sFlow, Flexible NetFlow data
- D Monitor 802.1x requests to the built-in or external RADIUS server
- E Monitor DHCP requests to detect when a new host requests an IP address
- F Optionally monitor a network SPAN port for HTTP user-agent, TCP fingerprinting and 60+ protocols
- G Query public/private cloud APIs
- H Import external MAC classification data or request LDAP data
- I VMware® vSphere®, AWS® EC2®, ACI and Azure integration
- J Analyze PoE data
- K Run port, service banner and OS fingerprint scan
- L Use credentials to run a scan on the endpoint
- M Use optional agent





# The Forescout difference: Device Visibility

Discover up to 60% more devices than previously known<sup>1</sup>



[eyeSight Datasheet](#)

[SilentDefense Datasheet](#)

[Forescout and Medigate Solution Brief](#)

[IoT Security Solution Brief](#)

[Software-Defined Data Center Solution Brief](#)

[SANS Institute Device Visibility and Control Report](#)

[OT/ICS Solution Brief](#)

[Device Visibility and Control White Paper](#)

<sup>1</sup> Forescout end-user customer feedback



# Asset Management

## Accurately manage and secure connected things.

Manual asset discovery produces inaccurate, out-of-date asset details that undermine your IT and security management initiatives. To effectively manage and secure your business, you must automate the inventory process and maintain accurate asset details across IT and OT networks.

## The Forescout difference:

- Maintain an accurate CMDB with real-time updates to improve operational consistency and reduce manual errors
- Inventory and track agentless devices, including IoT devices, VMs and OT/critical infrastructure
- Share contextual data with ITSM tools

*"With the Forescout solution, we expect to save millions from exponentially faster audits that produce fewer findings and require less remediation effort."*

— Phil Bates,  
Chief Information Security Officer,  
State of Utah

### BEFORE Forescout

Limited IoT, OT and unmanaged device visibility = inaccurate inventory

Periodic scanning misses transient devices = incomplete inventory

Active scanning discovery solutions = critical infrastructure disruption

Limited support (build-your-own API integrations = complex configurations, manual CMDB true-ups)

Complex deployments and vendor dependencies = high TCO (due to agent-based solutions with ongoing maintenance and operational issues)

### AFTER



Agentless visibility and classification (comprehensive, accurate inventory)

Continuous asset monitoring = up-to-date inventory (detects changes and transient devices)

Passive visibility for inventory of OT and critical infrastructure devices

Plug-and-play automation (eyeExtend modules orchestrate real-time data sharing, alerts and responses with ITSM and security tools)

Flexible architecture (supports multivendor networks across campus, data center, cloud and hybrid deployments)

> How It Works

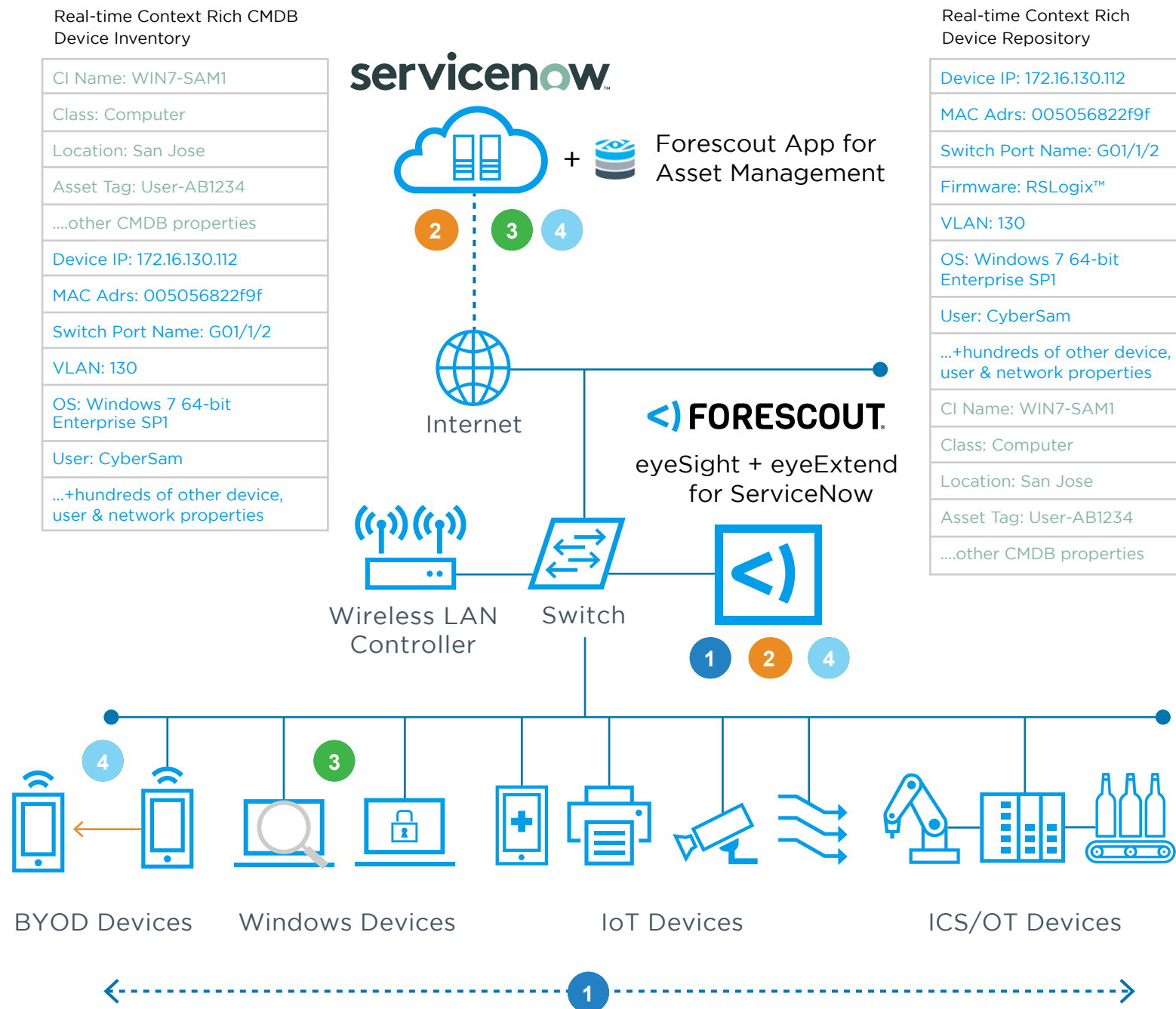
> Forescout Difference

> Let Us Show You





# How it works: Asset Management



- 1 ForeScout eyeSight discovers, classifies and assesses all IP-connected device types as they connect to the network.
- 2 ForeScout eyeExtend powered by eyeSight then updates or creates a new ServiceNow® CMDB Configuration Item (CI) with additional context such as the switch port to which the device is connected, VLAN information, network segment information, location, compliance status, and so on.
- 3 The ForeScout platform can also verify if the device has the latest patches; if not, it can inform the ITSM platform and trigger remediation actions.
- 4 The ForeScout platform monitors and updates information in the asset inventory from the time a device enters the network until it leaves the network.

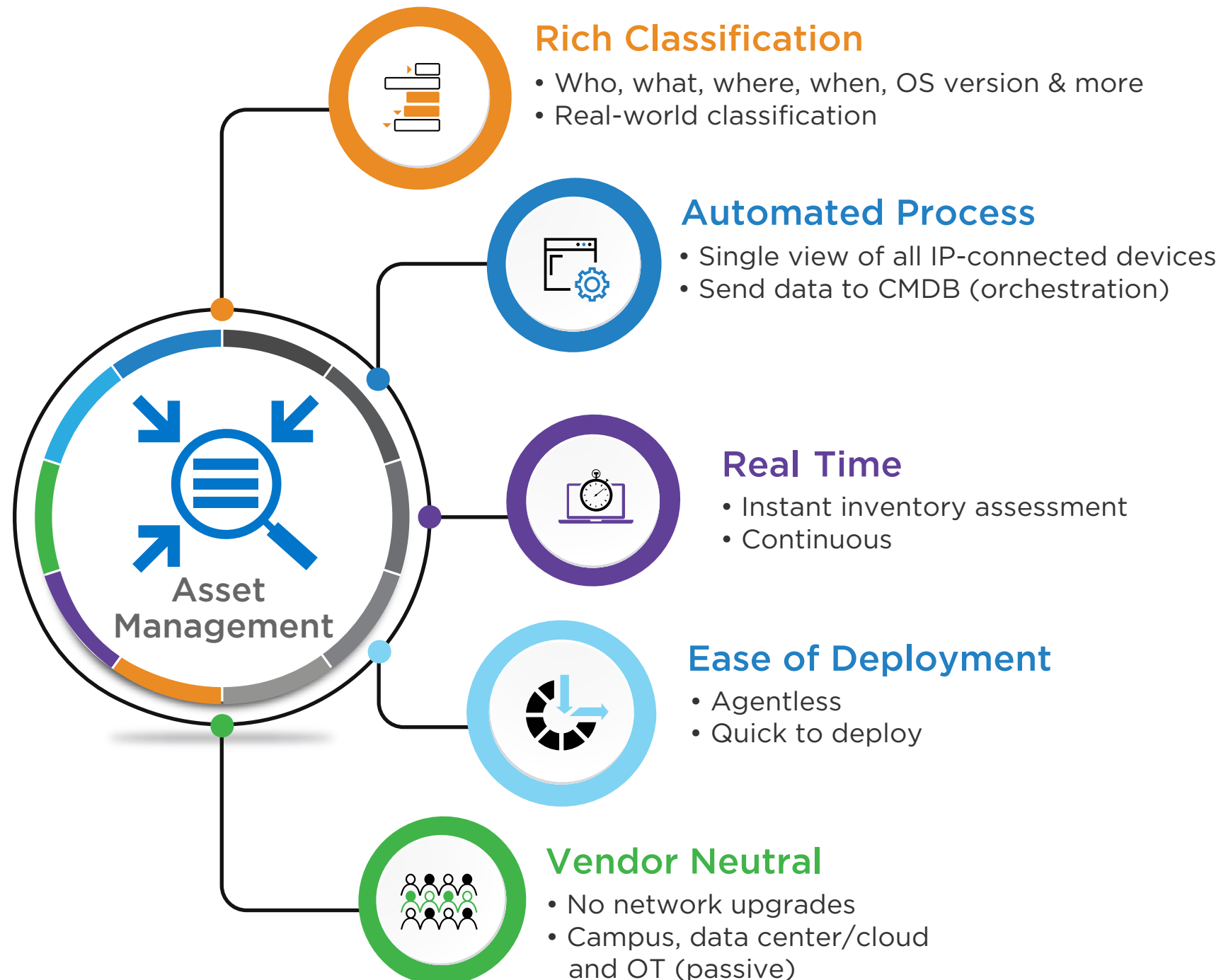
**\*Note**

ForeScout also provides eyeExtend Connect for custom integration with other ITSM platforms like BMC and Cherwell.



# The ForeScout difference: Asset Management

Deliver data and information needed to govern IT assets



[eyeExtend for ServiceNow®  
Datasheet](#)

[Continuous Device Visibility  
for Real-Time Asset  
Management White Paper](#)

\* IP-based connected devices





# Device Compliance

## Evaluate and advance compliance with confidence

Vulnerable platforms, unpatched devices, default passwords and broken security software create serious compliance gaps that continue to widen as more devices are added, become virtual and extend into the cloud. Forescout continuously assesses devices, monitors them and enforces compliance policies to reduce risk.

## The Forescout difference:

- Maintain continuous compliance instead of waiting for periodic scans
- Top endpoint compliance vendor\*
- Enforce compliance policies across all devices: managed, unmanaged, IoT and OT

\*IP Central Station customer reviews and ratings, August 2019

*“During our assessment, the IT team was able to leverage the Forescout platform to verify that our endpoints were running the latest patches, most recent versions of antivirus software, and so on. The ease of endpoint compliance contributed significantly to preventing intrusion during this exercise. Forescout saw it all.”*

— Ryan Morris,  
Chief Technology Officer,  
California Office of Statewide Health  
Planning and Development

### BEFORE Forescout

Agent-based =  
lower compliance  
levels (due to  
endpoints with  
broken/missing agents)

Basic compliance  
assessment

Point-in-time  
compliance  
checks

Agent-based  
remediation

Complex design  
or no  
segmentation

Agent-based =  
deployment  
complexity and  
high TCO

### AFTER



FORESCOUT

Agentless device  
hygiene/compliance  
= higher compliance  
levels

Granular compliance  
assessment  
(using a rich set of  
endpoint attributes)

Continuous  
compliance  
monitoring

Automated  
agentless  
endpoint  
remediation

Dynamic  
segmentation  
of poor-hygiene  
devices

Agentless =  
easy to deploy  
and use

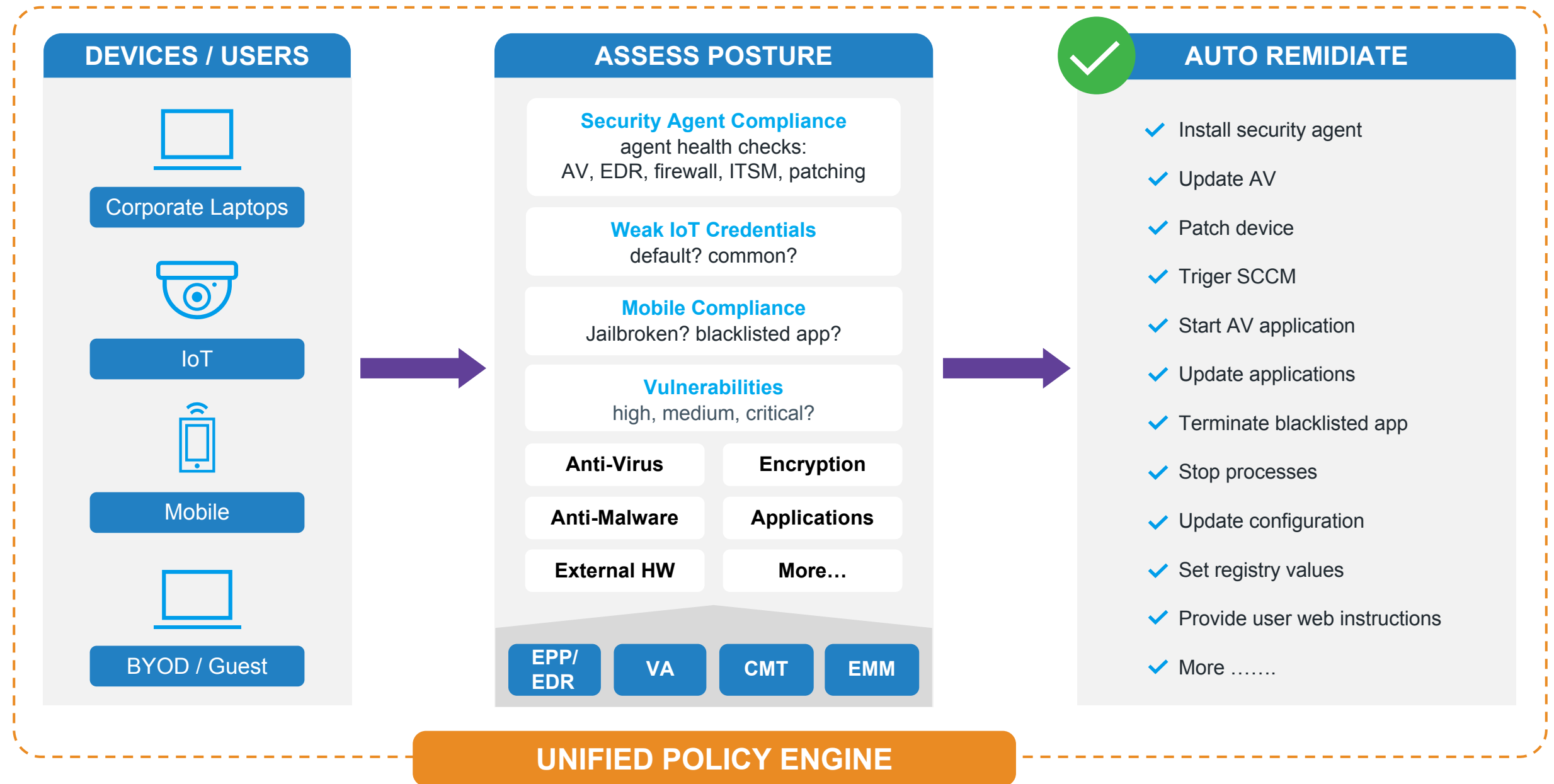
> How it Works

> Forescout Difference

> Let Us Show You



# How it works: Device Compliance

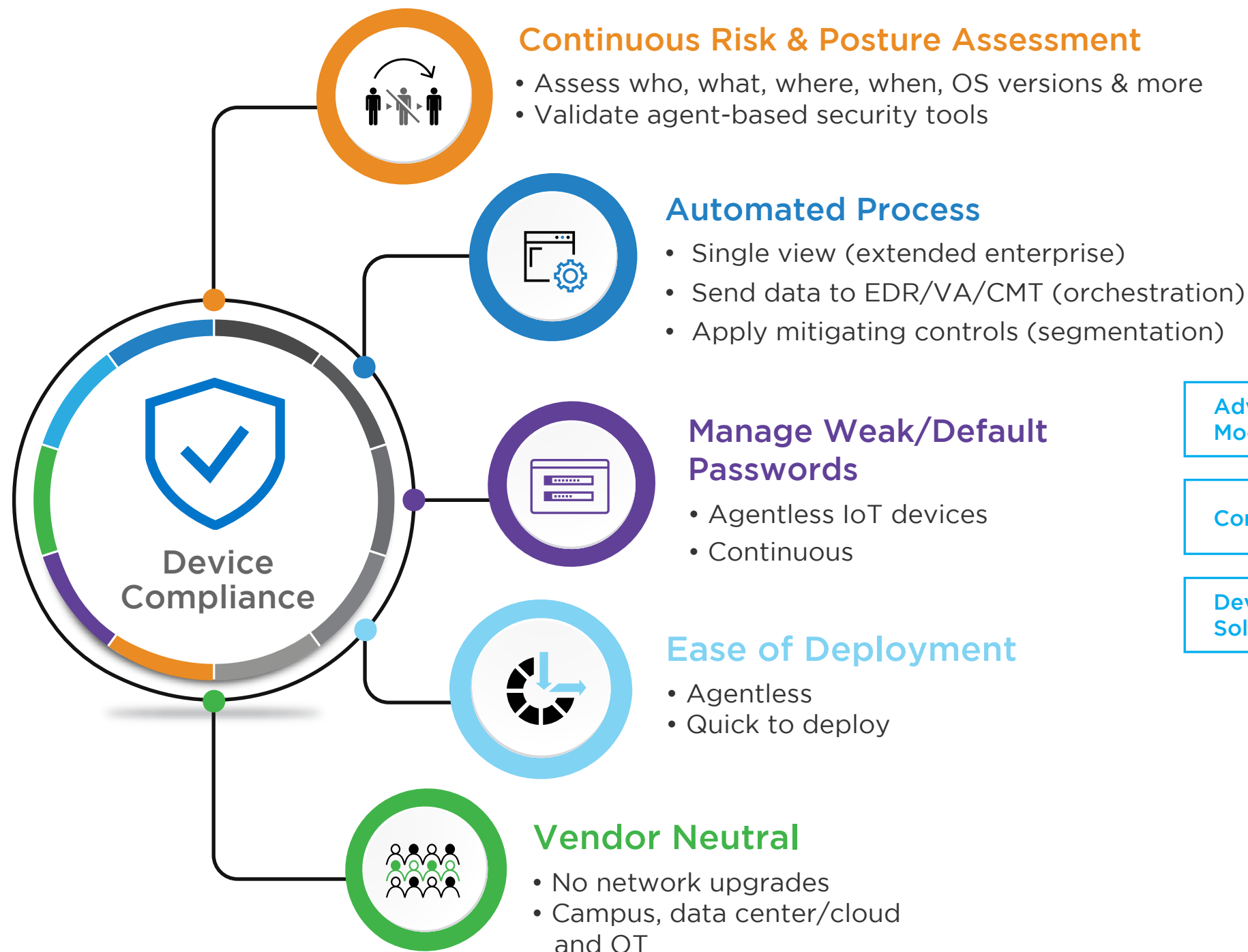






# The ForeScout difference: Device Compliance

Achieve and maintain continuous compliance



[Advanced Compliance  
Module Datasheet](#)

[Compliance Guide](#)

[Device Compliance  
Solution Brief](#)



# Network Access Control (NAC)

## Control access simply and easily

Traditional authentication and access control of perimeter-based networks no longer work. Forescout unifies policy-based access control across heterogeneous campus, data center, cloud and OT environments—with or without 802.1X authentication.

## The Forescout difference:

- **Identify:** discover, classify and inventory all connected devices
- **Comply:** Assess security posture and compliance
- **Connect:** Enforce access policies across heterogeneous networks

*"We were aware of most of what was on our network, but the Forescout platform told us so much more about each device, plus it gave us the automated, granular control capability that we were missing."*

- Dale Marroquin,  
Information Security Officer,  
Credit Human Credit Union

## BEFORE Forescout

Agent-dependent  
systems

802.1X design  
complexity =  
deployment  
delays and  
expense

Lack of heterogeneous  
network infrastructure  
support

Limited automation  
for network access,  
control and remediation

Limited integration  
with third-party tools =  
disjointed, siloed  
security management

## AFTER



Agentless visibility of all  
IP-connected devices  
and continuous  
posture assessment

Fast to deploy &  
easy to use  
(802.1X is optional)

Interoperate to avoid  
upgrades and  
accommodate mergers  
& acquisitions

Automated guest  
onboarding, isolation of  
noncompliant/infected  
devices without network  
changes

Out-of-the-box  
integration with leading  
IT and security tools  
via Forescout  
eyeExtend modules

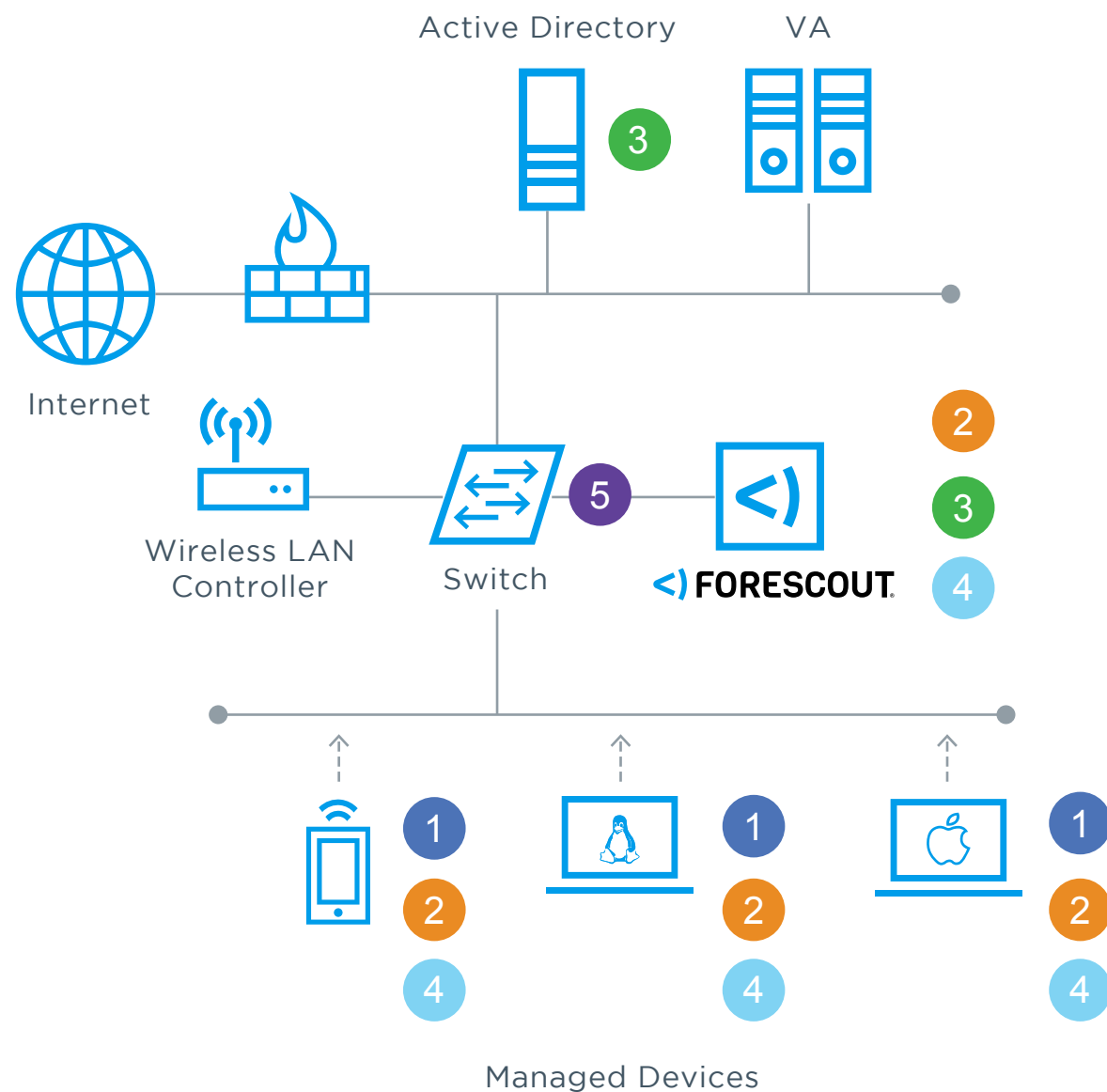
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# How it works: Network Access Control



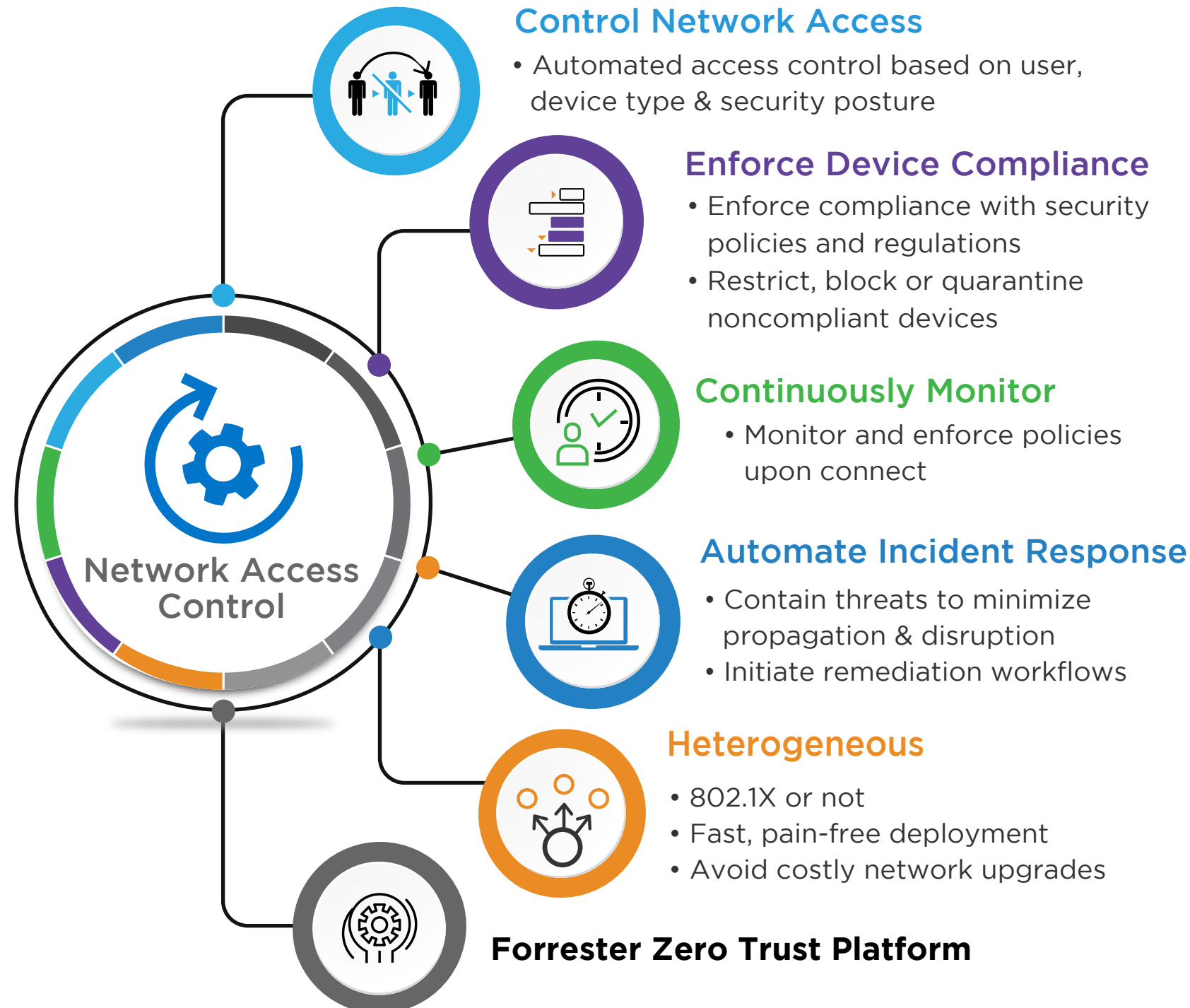
- 1 Device attempts to connect to the corporate network.
- 2 ForeScout classifies the device as a corporate-managed device.
- 3 ForeScout queries Active Directory for additional user info and data to ensure access to the appropriate resources (department, geography).
- 4 ForeScout does a posture assessment of end-points and remediates, if necessary.
- 5 ForeScout scans other devices on the network for the new IOCs and initiates isolation and mitigation actions on infected devices.





# The Fore Scout difference: Modern NAC

Identify all devices, assess security posture and continuously enforce compliance



[Gartner Market Guide](#)

[Perimeter-Based Network Security by ESG](#)

[Professional Services for NAC Datasheet](#)

[SANS Institute Device Visibility and Control Report](#)

[Fore Scout CARTA White Paper](#)

[Fore Scout and Arista Partner Brief](#)



# Network Segmentation

## Confidently design, build and deploy network segmentation at scale

Flat networks allow lateral movement of threats and attacks. Want to confidently deploy segmentation without disrupting the business? Need enterprise-wide segmentation without multivendor complexity? Forescout lets you bridge the skills gap with resources and tools to segment your network with confidence. Let us show you.

## The Forescout difference:

- Dynamically group devices by business context
- Visualize and map device flows to device groups
- Simulate segmentation policies prior to enforcement
- Orchestrate segmentation across multivendor enforcement points

*“Today, we know what’s on our network—including IoT devices. The Forescout platform classifies the device and slips it onto the appropriate VLAN segment.”*

— Ken Compres, Sr.  
Network Security Engineer/CSO,  
Hillsborough Community College

### BEFORE Forescout

Inability to see IoT, guest, transient & OT devices results in gaps in security & segmentation

Inability to visualize traffic across environments results in ineffective segmentation policies

Reactive and siloed segmentation policies with no ability to test the impact before enforcement

High TCO and low efficiency from managing fragmented segmentation policies across silos

No way to translate policies and consistently orchestrate controls across network domains

### AFTER



Unparalleled insight of campus/data center/cloud reduces risks & enables effective segmentation

Visualize traffic by mapping flows to logical taxonomy of devices, apps, users & services

Proactively simulate and learn a given segment’s impact before deploying policies

Monitor/validate segmentation policies & respond to violations across domains

Orchestrate consistent controls across network domains and multivendor environments

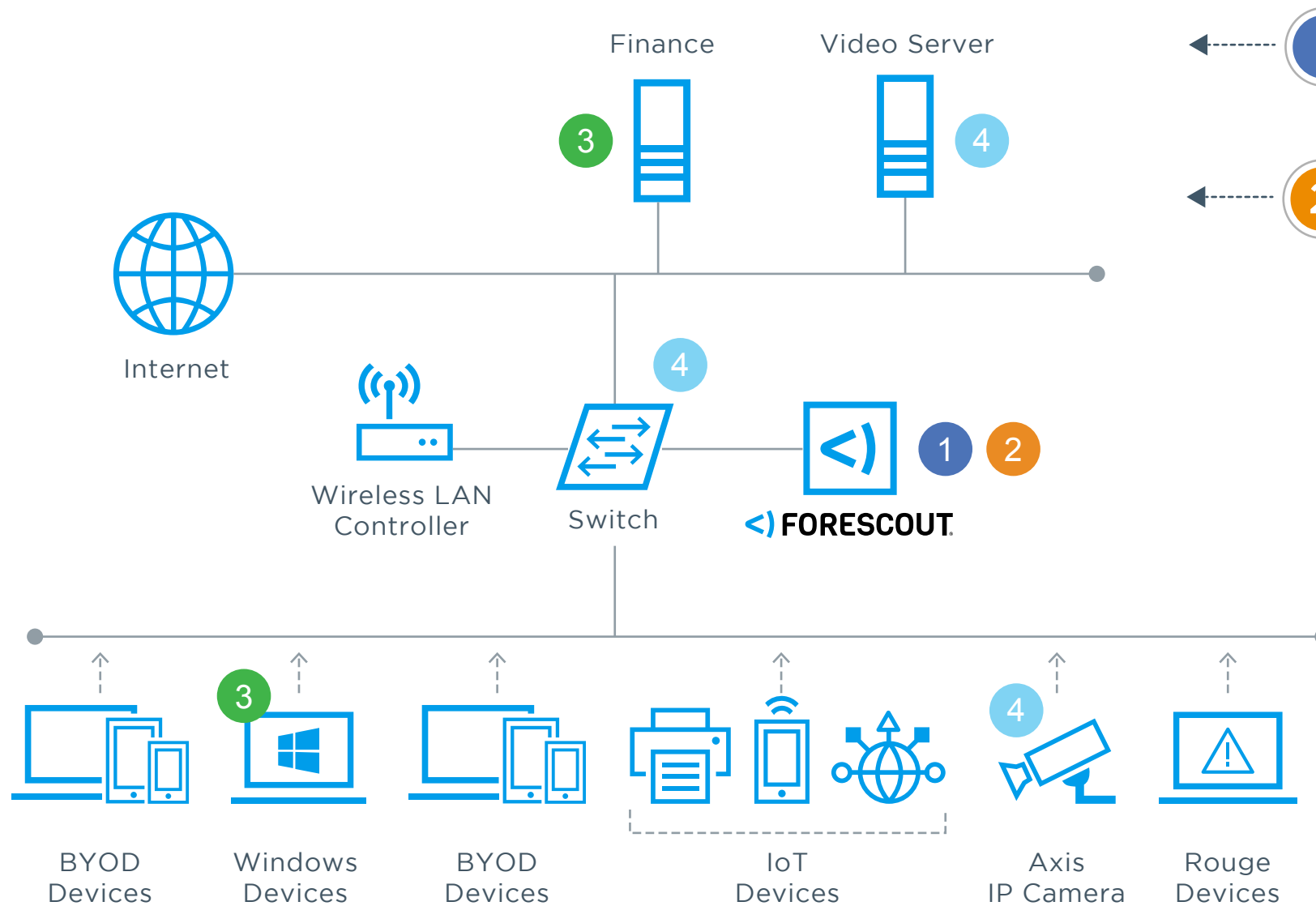
> How It Works

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# How it works: Network Segmentation



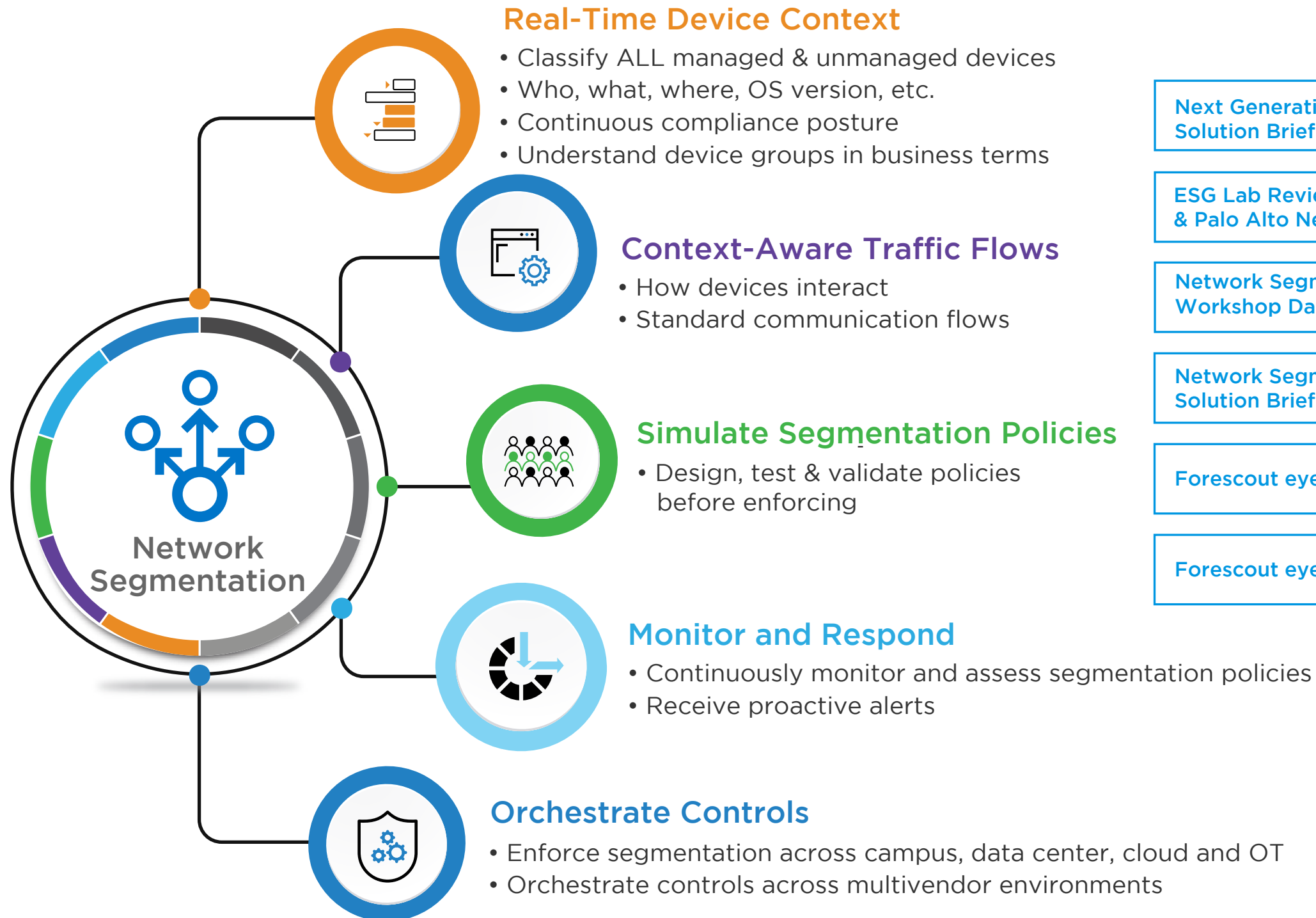
- 1 The ForeScout platform discovers endpoints connecting to the network.
- 2 ForeScout classifies the devices as a corporate-managed device.
  - ForeScout helps you to visualize group communication patterns
  - Simulate segmentation policies to tighten communications and adhere with company requirements
  - eyeSegment reacts to any policy violations (alert or enforce)
- 3 ForeScout places finance user with a corporate computer in finance VLAN segment.
- 4 ForeScout segments corporate video camera to only communicate with video server using a restrictive ACL.





# The ForeScout difference: Network Segmentation

Assess and segment devices on the fly using real-time device context



[Next Generation Firewall  
Solution Brief](#)

[ESG Lab Review: ForeScout  
& Palo Alto Networks](#)

[Network Segmentation  
Workshop Datasheet](#)

[Network Segmentation  
Solution Brief](#)

[ForeScout eyeSegment Datasheet](#)

[ForeScout eyeSegment video](#)



# Incident Response

## Respond and remediate quickly

The instant your network security is breached, the clock starts ticking. The Forescout platform automates threat detection, prioritization and containment while orchestrating actions with leading SOAR vendors to accelerate incident response and mitigate risk.

## The Forescout difference:

- Detect cyber and operational threats to IT and OT networks
- Reduce device and network breaches
- Automate threat detection, threat hunting and containment to accelerate incident response
- Gain out-of-the-box workflow interoperability with 20+ security solutions through Forescout eyeExtend modules

*“Forescout is like having an automatic threat hunter that hunts for threats around the clock across our global network. Tasks that took hours now take just minutes.”*

— Nick Duda,  
Principal Security Engineer,  
HubSpot

### BEFORE Forescout

Inability to correctly  
prioritize alerts and  
assess threat  
criticality in ICS

Lengthy mean-time-  
to-response

Potentially never  
containing the incident  
due to new  
devices connecting

Lack of visibility and  
threat intelligence

Standalone, siloed  
security solutions  
work in isolation

### AFTER



ICS vulnerability  
database and  
multifactor risk scoring

Execute predefined  
remediation of  
noncompliant devices  
at time of connect

100% device visibility  
and posture  
assessment  
upon connection

Hunt for vulnerabilities,  
IOCs & other attributes

Out-of-the-box  
workflow interoperability  
with leading security  
orchestration vendors

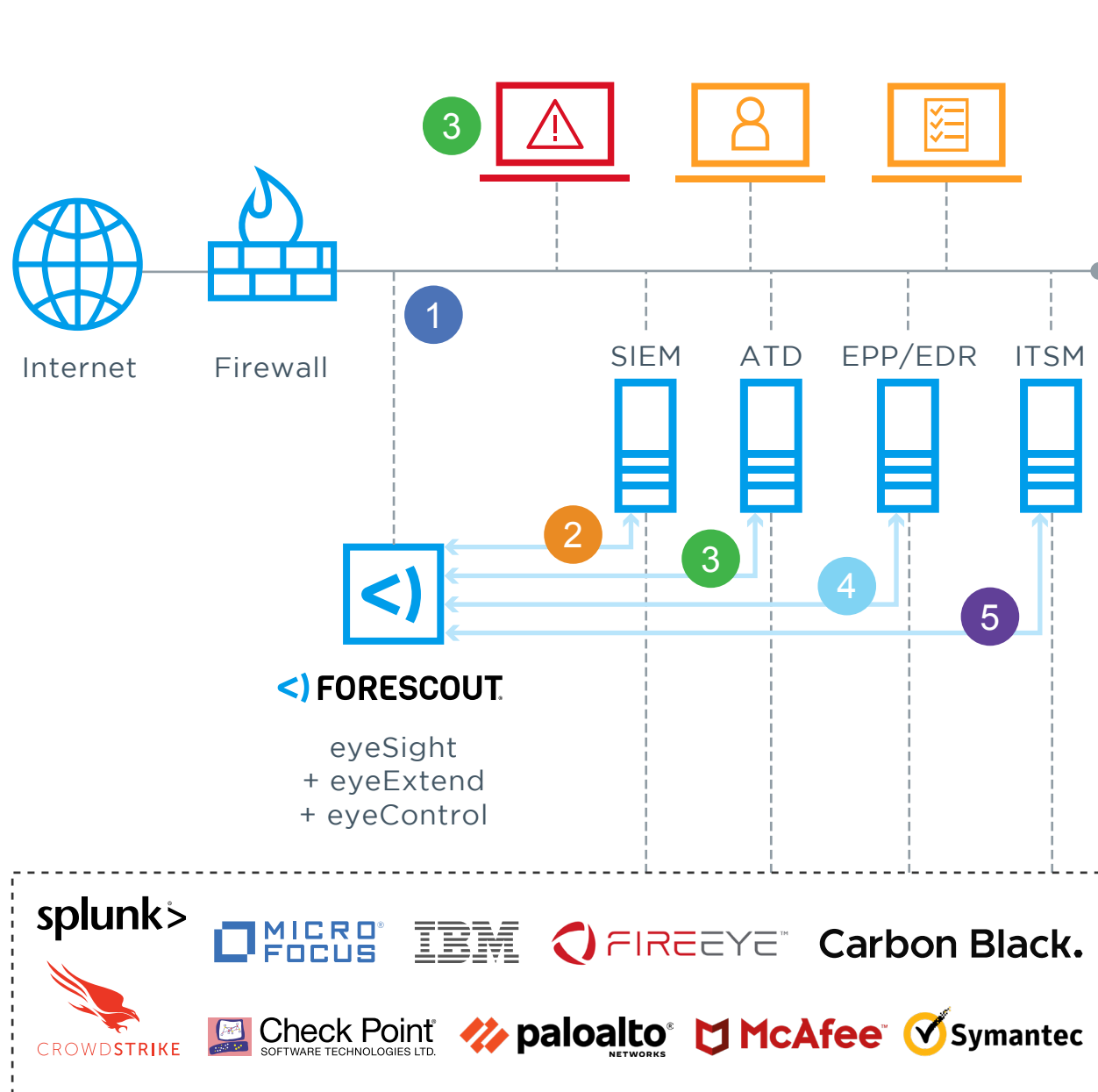
> How it Works

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# How it works: Incident Response



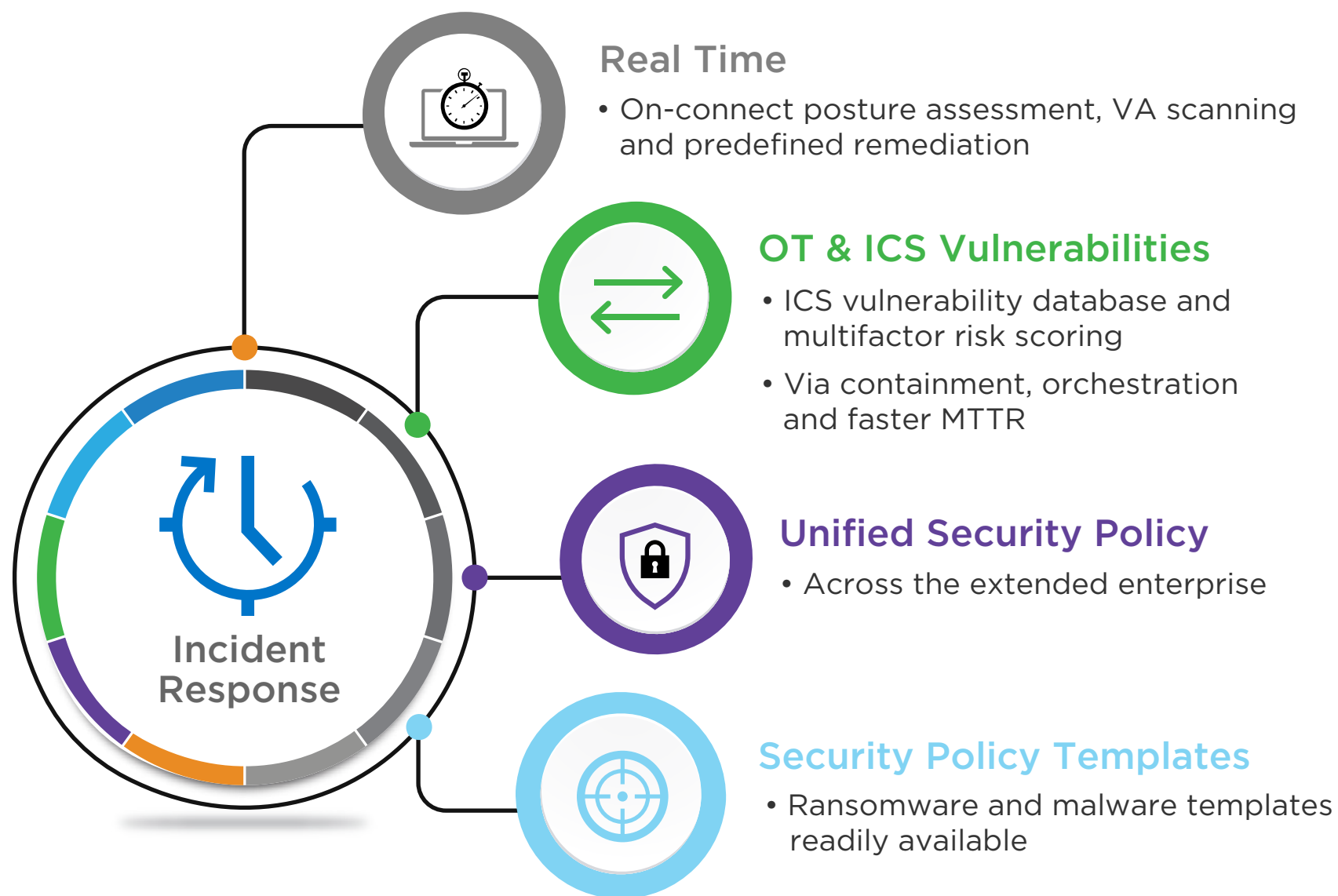
- 1 Fore Scout eyeExtend powered by eyeSight sends up-to-date endpoint context, classification and compliance information to the 3rd party security systems.
- 2 Fore Scout shares device context to SIEM for correlation and incident prioritization. SIEM system sends a trigger to Fore Scout eyeExtend to initiate policy-based action on the identified endpoints.
- 3 Based on threat information from an ATD system, Fore Scout isolates the infected endpoint, hunts for IOC across unmanaged devices and initiates appropriate remediation actions based on policy.
- 4 Fore Scout verifies that EPP/EDR agents are installed and operational on all managed devices. Based on information from EPP/EDR Fore Scout hunts for IOAs across all devices, isolates infected devices and initiates remediation per policy.
- 5 Fore Scout continuously analyzes devices for compliance against established policies. It creates security or IT incident from with an ITSM platform and can initiate a network-based restriction to isolate the non-compliant device(s) and trigger remediation of the device(s).





# The Fore Scout difference: Incident Response

Reduce Mean Time To Resolution (MTTR) by 47% (device breaches) and 37% (network breaches)<sup>1</sup>



[Splunk Extended  
Module Datasheet](#)

[ESG Lab Review:  
Fore Scout & Splunk](#)

[Improve Attack Response  
Webinar](#)

[Splunk Extended  
Module Demo](#)

[WannaCry, Ransomware and  
Security Policies Solution Brief](#)

<sup>1</sup> IDC, The Business Value of Pervasive Device and Network Visibility and Control with Fore Scout



# Success Stories



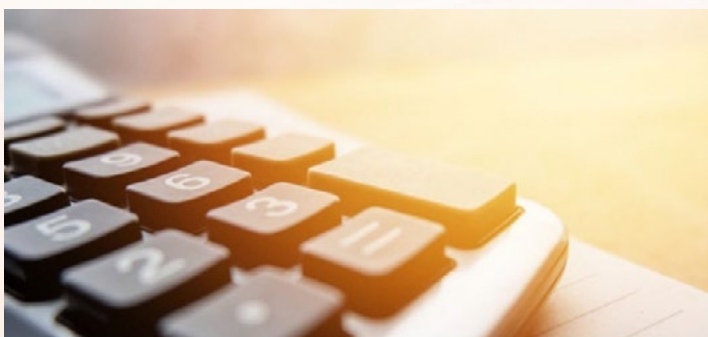
## MANUFACTURING

Discovered and categorized 97 percent of endpoints out of the box within first seven hours

[> Learn More](#)

## MEDICAL

Automatically discovered 4,500 previously unknown devices (15%), including IoT and medical systems

[> Learn More](#)

## FINANCIAL

Fully operational in less than two weeks

[> Learn More](#)

## ENERGY

Detected 400 vulnerable hosts and addressed WannaCry-attached vulnerabilities within 48 hours

[> Learn More](#)

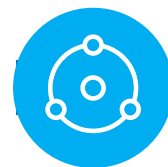


# HAWORTH GLOBAL MANUFACTURER

*“The amount of information we get back from the Forescout platform is incredible. While many other tools will find the IP address of end-points, it is by far the best tool I have ever used to properly find, identify and control systems. It has been beyond valuable to us.”*

Joseph Cardamone, Sr.  
Information Security Analyst  
and NA Privacy Officer,  
Haworth

**Global manufacturer secures IT and OT network and achieves dramatic ROI with Forescout.**



## ENVIRONMENT:

**12,000**

Endpoints

**6,200**

EMPLOYEES

**20**

Production facilities

**55**

Sales Offices



## RESULTS:

- Rapid time to value: 97 percent of endpoints discovered and categorized out of the box within the first seven hours
- Discovery of 60 percent more devices than expected
- Savings of 20 hours per week by automating security tasks
- Additional time savings from automating manual processes to find and isolate high-risk devices
- Easier protection of OT and continually moving devices thanks to dynamic network segmentation

> Interactive Demo

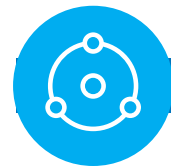
> Case Study





# FLORIDA MEDICAL CENTER

Counts on Forescout to secure networks, establish accurate device inventory and automate regulatory compliance



## ENVIRONMENT:

**30,000**

MEDICAL CENTER ENDPOINTS

**25+**

OFFICES/CLINICS



## RESULTS:

- Automatically discovered **4,500** previously unknown devices (**15%**), including IoT and medical systems
- Achieved orchestration between Forescout and Palo Alto Networks firewalls
- Streamlined asset inventory and reporting, device management and regulatory compliance
- Gained **\$574,000+** annual increase in staff efficiency
- Realized **\$174,000+** annual increase in business productivity

*“Forescout is a force multiplier. The visibility and automation ability that it gives the security departments, it’s invaluable.”*

CISO, Florida  
Medical Center

> Interactive Demo

> Case Study

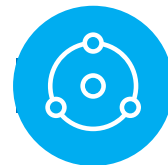


## FINANCIAL SERVICES FIRM

*“The ForeScout platform discovers devices and captures detailed information. It builds inventory over time of what you are seeing. You can switch VLANs on the fly. I mean, it’s a powerful tool. It does what you tell it to do.”*

Deputy CISO,  
Financial Services Firm

Counts on ForeScout for device visibility, policy-based segmentation, threat response and compliance enforcement



### ENVIRONMENT:

100

BRANCHES

12,000

CONNECTED DEVICES



### RESULTS:

- Fully operational in less than two weeks
- Real-time visibility and policy-based control
- Optimized network segmentation
- Streamlined asset inventory
- Improved device management and regulatory compliance
- Gained **\$415,737** in average annual benefits
- Realized **\$215,458** in IT staff efficiencies

> Interactive Demo

> Case Study



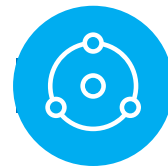
# LEADING NORTH AMERICAN ENERGY COMPANY



*“We spent weeks trying to come up with the technical architecture that would give our users secure access to the corporate network without comingling with the vendor’s networks. Forescout resolved all of this without adding complex design or costly capital gear. Within a week, it was deployed and off we went.”*

Manager of IT,  
North American Energy Company

## Counts on Forescout for device visibility, classification and control



### ENVIRONMENT:

**20,000**

ENDPOINTS

**3,500**

EMPLOYEES

**25+**

SITES



### RESULTS:

- Automated discovery, identification and classification of endpoints, including IoT devices
- Reduced network planning and deployment in field locations by several weeks
- Obtained automated asset inventory and reporting for patch management and overall device management
- Detected **400** vulnerable hosts and addressed WannaCry-attached vulnerabilities within **48** hours

> Interactive Demo

> Case Study





# Experience the Difference

## Take a Virtual Test Drive

This 90-minute online test drive will spin up virtual sessions of the Forescout platform and take you through real-world cybersecurity scenarios.



Please note: this is a technical, hands-on session where an online Forescout Expert will coach you through best-practice policy creation and deployment.

**Everything you learn can be quickly applied to your environment using the Forescout platform.**

LEARN ABOUT  
TEST DRIVES

SCHEDULE A  
MEETING

INTERACTIVE  
DEMO





FORESCOUT

Thank you



**FORESCOUT**

Active Defense for the Enterprise of Things™

Fore Scout Technologies, Inc.  
190 West Tasman Drive  
San Jose, CA 95134 USA

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

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

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