



FORERUNNER



Forescout Forerunner Program Overview

The Forerunner Program attracts the best and most loyal partner engineers/technical resources in the industry to provide our customers and sales teams with clear visibility to prime partner technical resources who are having the biggest business impact. It also retains and increases the existing engagement across our partners, scales the reach of our Forescout SE and service organizations, and continues the enablement of our partner technical sellers who have advanced skills and expertise.

For our partners, it provides more revenue growth, more cross-sales and larger deals by employing highly capable technical resources with access to much more technical content, support and product development. It also provides visibility and engagement with Forescout field sales and a clear differentiation that customers value. It also positions partners to have a strong voice when representing customer feedback back to Forescout Engineering, Operations and Support. For our customers, it provides an easy way to identify the most capable and highly skilled partner resources for sales and service needs ensuring their success.

What is a Forerunner?

A Forescout Forerunner is a member of the Forescout channel partner community recognized by Forescout as a premier Forescout technical expert and advocate with proven loyalty. Forerunners are part of an elite community of partner technical professionals who are rewarded by Forescout for their advanced skills and expertise and are considered part of the extended family of Forescout experts. They are partner sales and service engineers who are driving substantial business value with Forescout with little to no dependence on Forescout engineers.

What is the Forerunner Program?

The Forerunner Program is an offering for identified technical champions from Forescout's top partners around the world. It is the highest level of formal training and enablement that Forescout provides. It focuses on engaging and rewarding our key partner technical experts who are recognized for both their talent and their longtime loyalty. We embrace Forerunners into the Forescout family as they are considered an extension of the Forescout technical team.

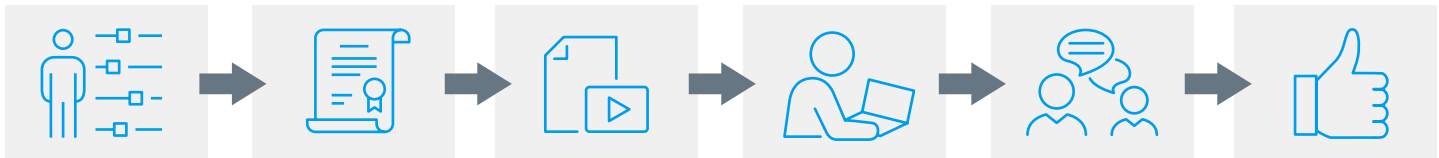
Program membership:

- Is based on Forescout nominations, and is awarded to individuals, not their partner organization
- Is designed for partner technical professionals only, not Forescout or customer staff
- Is based on required qualifications and membership is assessed annually to keep Forerunner status

As a Forerunner You Have Achieved the Highest Level of Forescout Technical Expertise and Have Access to Exclusive Enablement Options to Continue Your Growth



Path to Becoming a Forerunner



- 1.** Substantial Forescout business value with minimal reliance on Forescout SE & support engineers
- 2.** Current and active FSCE and/or FSDE certifications — or — FSCA, FSDA and FSeSS certifications
- 3.** Active in Forescout trainings & field events and regularly engaged with Forescout sales teams
- 4.** Proven POV-level technical skill
- 5.** Regular sharing of knowledge and skill with the greater partner community
- 6.** Nominated to be a Forerunner by a Forescout SE

Forerunner Member Expectations and Benefits

Expectations:

- Attend at least 75% of the monthly/yearly events
- Maintain active Forescout certifications
- Remain current with Forerunner ongoing product/solution enablement
- Open and manage support tickets on behalf of supported customers
- Follow best practices for creating Support Tickets. Best practice document available on Forerunner Outpost
- Be active performing high-quality demos, POVs and/or deployments
- Participation in the Forerunner Community Forums
- Be an ambassador of the entire Forescout platform portfolio of products (eyeSight, eyeControl, eyeInspect, eyeSegment and eyeExtend)

Benefits:

- Annual meeting(s) with awards in each major global region
- Monthly Forerunner technical briefings
- Private Forerunner forums supported by Forescout technical experts
- The Forerunner Outpost, gated Forerunner only access to privileged information
- Dedicated roadmap training sessions
- Continued participation in our beta process
- LinkedIn recommendations by Forescout executives
- Renewal of certifications based on Forerunner activity
- Enhanced Partner Cloud Lab resources
- Cool Forerunner swag
- Visit www.Forescout.com/Forerunner to explore more partner and customer benefits

Forerunner Status Maintenance

Forerunner status is valid for one year from the point membership is granted. An annual review assesses each Forerunner's contribution and participation and renews accordingly. Forescout has the right to terminate a Forerunner at our sole discretion and membership may be lost prior to the annual review for various reasons including role/job change or performance expectations fall below entry requirements.

Please contact the Forerunner team at Forerunners@Forescout.com or your Channel Account Manager to learn more or ask about becoming a Forerunner.

