

Forescout Services Delivery for Partners Overview

Forescout Certified Delivery Partners are teams of highly trained, experienced engineers, certified to deliver exceptional installation and consulting services. Partners wishing to build a services practice around the Forescout solution can develop their team by investing in Forescout's training curriculum and achieving our expert-level certifications: Forescout Certified Engineer "FSCE" and/or Forescout Silent Defense Engineer "FSDE." These certifications require a mastery of the Forescout solution and validate an individual's ability to apply both theory and methodology. They also set a high standard of technical competence to ensure Forescout Certified Delivery Partners can effectively implement our solution in a variety of customer environments. The Services Delivery credential is managed at the individual level – not at the partner organization level – and only certified individuals may provide installation/deployment services.

Partners must complete Forescout's required technical certification(s) to qualify as a Delivery Partner. Those requirements include:

FSCA (Administrator):

Forescout Certified Administrator (FSCA) Certification, which provides candidates an introduction to Forescout's solution. Upon completion, students should understand how the Forescout solution works and be able to complete routine administrative tasks. Successful completion of the FSCA exam is required for the award of the FSCA certification.

FSCA Certification candidates will:

- Attend a four-day Forescout platform training class:
 - The training covers installation, device visibility and control theory, appliance deployment, discovery, classification, assessment and control of network assets, troubleshooting and administration.
 - The training also includes practical labs that reinforces each of these concepts in a real-world environment.
- Complete the Forescout Certified Administrator Exam:
 - The candidate will demonstrate an understanding of Forescout concepts by passing a 120 Minute on-line multiple choice and true/false exam.
 - Upon successful completion of the written test, the candidate is certified as a Forescout Certified Administrator and should begin participated in shadowing engagements. The candidate may re-take a non-passing exam up to three times before being required to retake training.

FSCE (Engineer):

The Forescout Certified Engineer (FSCE) class is a 6-week course that helps engineers develop the necessary skills to successfully deploy the Forescout solution. Successful completion of the FSCE exam is required for the award of the FSCE certification. Note: FSCA certification is a required prerequisite to attend the FSCE course.

A FSCE candidate must:

- Attend a Forescout Certified Administrator Training Class
- Pass the Forescout Certified Administrator Exam

- Attend Forescout Certified Engineer Training
- Participate in two (2) Engagement Shadowing events (recommended)
 - It is highly encouraged that FSCE candidates observe a Professional Services engagement performed by a certified FSCE. This engagement should include product installation, identifying customer requirements, performing network and systems integrations, testing and implementing compliance and enforcement policies.
 - If the partner elects to shadow a Forescout-led engagement, Forescout's Services Coordinator will schedule shadowing based on availability. The partner is responsible for all travel and expenses for all attending. Forescout will use commercially reasonable efforts to accommodate Reseller's location and timeframe needs.
- Successfully complete the 8-hour hands-on FSCE certification exam

How to Become a Forescout Services Delivery Partner:

- If you are an existing Forescout Envision Partner, reach out to your designated Channel Account Manager. They will help you initiate the process.
- If you are not currently in the Envision Partner Program but have a desire to both resell and provide services, visit [Become a Partner](#) and complete the form.
- If you do not wish to be part of the Forescout Envision Partner Program to resell Forescout products but wish to complete the Services Delivery Certification described above to provide Forescout services to end customers, please contact partnerhelp@forescout.com.