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ForeScout Launches Two-Tier Distribution Program to Support Rapid Growth

*Arrow Electronics and Westcon-Comstor Group North America Distribution Agreements
Empower Resellers to Generate New Revenues*

Campbell, Calif. – Nov. 10, 2015 – With a focus on accelerating sales growth through its global ecosystem of channel partners—Value Added Resellers (VARs), solution providers and system integrators—ForeScout Technologies, Inc. today announced a North American collaboration with Arrow Electronics and Westcon-Comstor Group North America. This two-tier distributor program is modeled on a solutions-based approach that fully optimizes and leverages the strengths and competencies of its distribution partners.

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Channel partners will receive numerous benefits from participating in the program.

- **Empowering resellers with new revenue streams:** [Gartner predicts](#) that by 2018, six billion connected things will be requesting support. In this Internet of Things world, organizations not only need the visibility to see what is connected to the network, they also need a solution that seamlessly mitigates threats by bringing together existing disparate and siloed security investments. By integrating ForeScout CounterACT™ into their offerings, channel partners will be able to help customers maximize their existing technology while introducing them to solutions that protect their critical assets.
- **ForeScout partners with recognized leaders:** Arrow and Westcon-Comstor are recognized leaders in networking and security distribution and share ForeScout's passion for driving opportunities, expanding the market and supporting partners through the sales process.
- **Marketing and sales support:** ForeScout provides its distributors with marketing and sales support to engage VARs, solution providers and system integrators in identifying, developing and closing opportunities for the ForeScout CounterACT platform and ControlFabric™ integration modules.
- **Training and certification:** ForeScout offers the training tools and certifications to aid distribution partners' pre-sales and post-sales teams in acquiring core

expertise in its platform and in its technology integration with leading security companies including FireEye, Palo Alto Networks, Splunk and Intel Security.

Brant Kennedy, EVP, worldwide sales, ForeScout Technologies, said:

“Arrow and Westcon-Comstor are the defacto, industry-leading network and security distributors in the market today. In the past several years, partnerships in the overseas market have allowed us to meet the demands of our large, multinational customers. Extending these partnerships into the Americas will lend tremendous support to the fastest-growing segments of our business, Global 2000 enterprises and government organizations.”

Brian Gumbel, VP, Americas sales, ForeScout Technologies, said: “In recent years, ForeScout has reached a magnitude of growth with our value added resellers that requires additional sales and support tools. We believe that moving to a two-tier distribution model is key for technology vendors experiencing exponential growth. We are excited to provide a distribution model that will add tremendous value to our channel partners as we continue to scale.”

About ForeScout Technologies

ForeScout Technologies Inc. is transforming security through visibility. ForeScout offers Global 2000 enterprises and government organizations the unique ability to see devices, including non-traditional devices, the instant they connect to the network. Equally important, ForeScout lets you control these devices and orchestrate information sharing and operation among disparate security tools to accelerate incident response. Unlike traditional security alternatives, ForeScout achieves this without requiring software agents or previous device knowledge. The company’s solutions integrate with leading network, security, mobility and IT management products to overcome security silos, automate workflows and enable significant cost savings. <http://www.forescout.com>.

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