

ForeScout Gains Enterprise Share of the Next Generation Network Access Control Market

Independent research firm recognizes ForeScout as a leader with the fastest growing enterprise customer base in the network access control market

CAMPBELL, Calif., February 3, 2015 – **ForeScout Technologies, Inc.**, a leading provider of continuous monitoring and mitigation solutions for Global 2000 enterprises and government organizations, today announced that Frost & Sullivan has recognized ForeScout’s increased enterprise **Network Access Control (NAC)** market share and leadership in the NAC market. ForeScout was distinguished as offering the most versatile platform, possessing the largest deployments in terms of endpoints protected and being competitively rated the highest to meet market demand.¹

According to the Frost & Sullivan Global Analysis of the Network Access Control (NAC) Market report published in December 2014, the NAC market is estimated to grow by more than 38 percent over the previous year. The three fastest-selling NAC solutions in both large enterprises and small medium businesses (SMBs) are, respectively, Cisco, ForeScout and Juniper, which represent more than 69 percent of the NAC market. Frost & Sullivan estimates that ForeScout has 24.3 percent of the global enterprise NAC market and that ForeScout has some of the largest NAC deployments.² To obtain an abridged copy of the Frost & Sullivan 2014 NAC market analysis, visit: <http://www.forescout.com/forms/frost-sullivan-report-analysis-of-the-global-network-access-control-market-abridged/>.

The comprehensive NAC report states that NAC products are essential and well regarded within network security teams. From 2010 through 2018, Frost & Sullivan anticipates a CAGR of 29.5 percent. The research indicates that the size of NAC deployments is getting larger. Enterprise and mid-sized networks are expanding to include more devices per employee and bring your own device (BYOD). Beyond “greenfield” opportunities, organic growth is also happening as IT directors are dismissing first-generation NAC issues and realizing next generation NAC capabilities and advantages. Prior installations are upgrading and expanding requirements and implementation coverage at the time of contract renewals.³

The comprehensive market analysis highlights drivers, technology trends, competitive landscape and required product competence. The analysts determined NAC products are able to solve top IT challenges and deliver tangible business value to customers. A leading reason for NAC platform adoption is the shift in the value proposition away from that of restrictive, device authentication-based technology to one that fortifies endpoint compliance, enables BYOD and helps organizations streamline or automate a broad range

of IT operations. Key market drivers identified in the report are: ⁴

- Provides complete endpoint visibility
- Allows for integration with other security platforms
- Creates contextual awareness leading to more operational intelligence
- Provides endpoint visibility that can be applied to inventories and compliance reporting
- Evolved to match the way that businesses have evolved network architecture and access

“In our recent study, we found ForeScout to have the most versatile platform that exceeds market demands and offers the means to improve the efficacy of other security tools through its ControlFabric™ integration architecture,” said Chris Kissel, network security industry analyst at Frost & Sullivan. “ForeScout provides a highly extensible, interoperable and scalable network security solution that is especially beneficial in enterprise deployments.”

The report also affirms that bidirectional integration with other network and security platforms will continue to differentiate NAC vendors and be valued by customers. As such, NAC vendors actively seek integration with other network defenses, including: advanced threat detection (ATD), antivirus (AV), virtual private networks (VPN), vulnerability management (VM), security information and event management (SIEM), mobile device management (MDM), firewalls and Web gateways. ⁵

“ForeScout and our partners continue to realize tremendous sales growth in the large commercial enterprise, government and mid-tier market segments. We believe that our platform offers superior usability, deployment, management and ROI achievement, which are top priorities for our customers,” said Brant Kennedy, executive vice president of worldwide sales at ForeScout Technologies. “We appreciate Frost & Sullivan recognizing us as leaders in the NAC market, as NAC is a cornerstone technology that enables IT organizations to achieve continuous monitoring and mitigation.”

To download a link to the abridged report, visit: <http://www.forescout.com/forms/frost-sullivan-report-analysis-of-the-global-network-access-control-market-abridged/>.

About ForeScout CounterACT™ and ForeScout ControlFabric

ForeScout’s flagship product, **ForeScout CounterACT**, exemplifies ForeScout’s leadership in continuous monitoring and mitigation. Leveraging its innovative NAC technology, the CounterACT platform provides real-time visibility to users, devices, including BYOD devices, systems and applications, and allows IT organizations to centrally apply granular policies to understand their true security posture and to automate response to a wide variety of security issues. Powered by **ControlFabric architecture**, the platform also enables customers and technology partners to develop their own integrations with CounterACT. As a

ForeScout named by Frost & Sullivan as a leader in its 2014 NAC Market Report, page 3 of 3

result, organizations can respond to issues more effectively and better leverage their existing security investments.

Relevant Links

[Frost & Sullivan Global Analysis of the NAC Market Report](#) (abridged)

[ForeScout CounterACT](#)

[ForeScout ControlFabric](#)

[ForeScout Blog](#)

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About ForeScout Technologies, Inc.

ForeScout enables organizations to continuously monitor and mitigate security exposures and cyberattacks. The company's CounterACT appliance dynamically identifies and evaluates network users, endpoints and applications to provide visibility, intelligence and policy-based mitigation of security problems.

ForeScout's open ControlFabric architecture allows a broad range of IT security products and management systems to share information and automate remediation actions. Because ForeScout's solutions are easy to deploy, unobtrusive, extensible and scalable, they have been chosen by more than 1,800* of the world's most secure enterprises and government agencies in over 62 countries. Headquartered in Campbell, California, ForeScout offers its solutions through its global network of authorized partners. Learn more at www.forescout.com.

1, 2, 3, 4, 5 Frost & Sullivan, Analysis of the Network Access Control Market, Report NE66-74, by Chris Kissell, December 2014. The full report is available at <http://www.frost.com>

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*data current as of January 1, 2015

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