

**INDUSTRY**

Government

ENVIRONMENT40,000 employees/devices
distributed across 100+ locations**CHALLENGE**

- Improve visibility and control of endpoints—especially unmanaged endpoints
- Accelerate threat response
- Automate multisystem interoperability

SOLUTION

- CounterACT appliances
- Enterprise Manager
- ForeScout EMM Module
- ForeScout ATD Module

RESULTS

- Deployed CounterACT appliance within hours
- Gained instant visibility of previously unknown devices
- Deployed policy-based access controls in days
- FireEye integration through the ForeScout ATD Module allows automated quarantine and control of infected endpoints
- MobileIron Integration through the ForeScout EMM Module allows automated mobile device management access control
- Maintained flexibility to switch enterprise mobility management platforms on the fly
- Gained centralized management of network access control for 100+ sites and 40,000 plus users
- Quickly discovered and mitigated unknown Windows XP endpoints when Microsoft ended XP OS support

State of Missouri

Visibility. Integration. Automation. ForeScout Makes A Strong Showing in the Show-Me State.

Overview

The Center for Digital Government lists Missouri among the leading states for implementing information technology to serve its citizens. The state's Information Technology Services Division supports 14 state agencies and roughly 40,000 employees distributed across more than one hundred state offices.

Business Challenge

Given the increased importance of cybersecurity and security compliance, Missouri State Chief Information Security Officer Michael Roling posed this question to his staff: "Exactly what devices are on our network, and are they all secure?" As Roling suspected, this was a difficult question to answer.

After conducting a compliance audit in 2012, it became clear that Missouri had limited visibility into what was on its networks. "We already knew we had visibility issues with unmanaged and BYOD devices," said CISO Roling. "So, the compliance finding helped us obtain funding to address the issue."

Why ForeScout?

After briefly considering a competing solution from a major in-house vendor, Roling and his team determined the 801.IX platform lacked the maturity and documentation to meet the requirements of his organization. Roling began researching alternatives and discovered ForeScout in the Gartner Magic Quadrant* for Network Access Control. "ForeScout ranked very highly in the Gartner report," stated Roling. "At the time, I'd never heard of the company, so I started making a few calls."

Roling and his team decided to put ForeScout CounterACT® through its paces in a proof-of-concept evaluation. "We were told we could deploy CounterACT in an afternoon," said Roling. "I looked at one of my team members and we both rolled our eyes. Then we actually deployed it in a few hours!" With CounterACT up and running, Missouri's IT Services Division team instantly gained visibility into networked devices that had previously been invisible.

In addition, they benefited from something ForeScout *doesn't* do: Vendor lock-in.

"Our strategy employs a best-of-breed approach that must embrace many types of technologies and vendors, and ForeScout fit in perfectly," Roling said. "Once we saw the openness of the ForeScout platform, we knew we had picked the right one," he added.

Business Impact**Network Visibility is Enlightening**

CISO Roling spoke at length about his team's pre-CounterACT assumptions as well as discoveries once CounterACT was in place:

"I really didn't have any idea of how many devices were on our network. We thought it was in the neighborhood of 30,000 devices at any given moment. Buried in these numbers are the machines we didn't know about. We found a lot of industrial



When it's late at night, or when my staff is sleeping, CounterACT is working with our other security solutions to take immediate action on threats. You can't put a price tag on that type of automation."

— Michael Roling, Chief Information Security Officer, State of Missouri

The ForeScout Difference

Key differentiators that contributed to Missouri's overall success:

- Ease of deployment in a matter of hours
- Real-time visibility of managed and unmanaged devices on the network
- Interoperability in multivendor environments
- Security product integrations via ControlFabric Architecture
- Continuous monitoring and mitigation of security exposures and cyberattacks
- Automated, policy-based controls ensure endpoint compliance

Learn more at
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control systems, HVAC, building automation systems—a lot of devices with embedded OSs. We also detected a number of devices that did not meet our compliance policies—devices running out-of-date OSs that weren't manageable, as well as some personal devices that shouldn't have been on our network. It's that handful that you need to be concerned about. CounterACT gave us visibility into those machines that we needed to take action on."

Policy Creation Ensures Endpoint Compliance

Once ForeScout unveils what's on your network, you can build policies that target the devices that put your network at risk. One example of this occurred in April 2014, when Microsoft ended support of its Windows® XP operating system. The State of Missouri devised a policy that CounterACT acted on to find and mitigate all Windows XP-based PCs and laptops on the network, including those that could avoid detection by other solutions because they only logged on sporadically. Through continuous, policy-based detection, Roling and his security team quickly identified all XP-based machines and notified the desktop and end-user management teams who were then able to remediate them—either by retiring, replacing or upgrading.

Flexibility Through Integration

One of the primary benefits of ForeScout technology is integration with other network security products via ControlFabric® Architecture. Roling is enthusiastic about ForeScout integration—not only as it relates to

immediate security automation and efficiency, but also because of the flexibility it provides.

Flexibility in Advanced Threat Detection: "We leveraged the ControlFabric Advanced Threat Detection Module with FireEye. When FireEye detects an infected host, it instantly informs CounterACT which quarantines the device and begins policy-based mitigation actions. When my staff sees a FireEye event and they are in the middle of doing another activity or away from the office, they know that ForeScout will contain the attack—and that is tremendous. That single purchase has greatly enhanced my staff's lives in terms of responding to incidents. It reduced the time we spend on threat response, allowing us to use that time delivering greater value."

Flexibility in Enterprise Mobility Management: "We were a MobileIron® shop and used the EMM Module to plug CounterACT into MobileIron. Now we're transitioning to AirWatch®. The same module works for both. Having the same access control solution in place and leveraging very different and competitive EMM platforms is a huge win for my team."

Moving forward, Roling isn't certain how cybersecurity will play out in the years ahead. He is certain about one thing, however. "Security is all about process improvement. Networks evolve and security solutions evolve. As we acquire new solutions, I'm very confident that ForeScout will be right there with us to leverage those technologies and automate processes."

*Gartner, Inc., "Magic Quadrant for Network Access Control," 10 December 2014. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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