



Corporate Overview

Corporate Snapshot

Industry

Enterprise Security

Customers

Global 2000 enterprises and government agencies in over 70 countries*

Markets

Financial services, government and defense, healthcare, manufacturing, education, retail and critical infrastructure

Founded

2000

Employees

800+*

CEO

Michael DeCesare

Key investors

Accel Partners, Amadeus Capital Partners, Meritech Capital Partners and Pitango Venture Capital

2016/2017 Distinctions

- JPMorgan Chase Hall of Fame Innovation Award for Transformative Security Technology
- Gartner Market Guide for IoT Security
- Gartner Market Guide for NAC
- Forbes Top 100 Cloud Companies
- Deloitte's Technology Fast 500™
- Nanalyze – 9 Hot Cybersecurity Startups
- CRN (Computer Reseller News) Top Security Company
- Inc. 5000 Fastest-Growing Companies
- SC Magazine Europe Best NAC Solution

Transforming Security Through Visibility™

ForeScout has pioneered an agentless approach to network security to address the explosive growth of mobile computing and the Internet of Things (IoT). We offer a highly scalable, heterogeneous platform that provides Global 2000 enterprises and government agencies with agentless visibility and control of devices and other endpoints, from traditional PCs, laptops, tablets and smartphones to the latest IoT devices, the instant they connect to the network. Our technology continuously assesses, remediates and monitors devices and works with disparate security tools to help accelerate incident response, break down silos, automate workflows and optimize existing investments. More than 2,500 customers in over 70 countries* improve their network security and compliance posture with ForeScout solutions.

See, Control and Orchestrate

The unique capabilities of the ForeScout platform can be summed up in three words:



See Know what's on your network and its security posture—including employee-owned, contractor-owned and IoT/OT devices.

- Discover devices, virtual servers and public cloud instances the instant they connect to your network without requiring agents
- Classify and profile devices, users, applications and operating systems
- Assess device hygiene and continuously monitor security posture



Control Enforce the appropriate level of access control—from modest to stringent—using policy-based automation.

- Notify end users, administrators or IT systems about security issues
- Conform with policies, industry mandates and best practices such as network segmentation
- Restrict, block or quarantine non-compliant or compromised devices



Orchestrate Tear down security silos by orchestrating policy-based actions between third-party security systems and the ForeScout platform.

- Share contextual insights with IT, security and management systems
- Automate common workflows, IT tasks and security processes across systems
- Accelerate system-wide response to quickly mitigate risks and data breaches

Addressing Enterprise IT Security Challenges

ForeScout helps you solve these formidable security challenges:

- **Lack of full visibility into network-connected devices.** Explosive growth in platforms, IoT and mobile computing devices has created network blind spots and rendered agent-based security methods ineffective. ForeScout offers agentless visibility, control and scalability to accommodate this rapid growth and change.
- **Cloud technology adoption further reduces visibility.** The disappearing enterprise perimeter, increase in virtualization technology and movement of workloads to the public cloud have resulted in decentralized management of IT assets as more people have direct access to virtual and cloud-based resources. ForeScout extends heterogeneous support, visibility and control to cloud environments.
- **Siloed security creates gaps and delays incident response.** Large enterprises have dozens security systems, yet on average, less than three of them share security insights. This disjointed approach prevents a coordinated, enterprise-wide security response, allowing attackers more time to exploit vulnerabilities. ForeScout orchestrates information sharing and policy-based security enforcement operations with leading IT and security management products.

Our Partnerships

Comprising value-added resellers and distributors, our **channel partners** include:

- Optiv Security, Inc.
- Westcon Group, Inc.
- Dimension Data Holdings plc
- Forsythe Solutions Group, Inc.

The following **ForeScout Technology Partners** co-develop ForeScout Extended Modules with us:

- Bromium
- CheckPoint Software Technologies
- Citrix
- CyberArk
- FireEye
- Hewlett Packard Enterprise
- IBM
- McAfee
- MobileIron
- Palo Alto Networks
- Qualys
- Rapid7
- ServiceNow
- Splunk
- Symantec
- Tenable Network Security
- VMware

Learn more at
www.ForeScout.com



Worldwide Offices

San Jose, CA (Corporate Headquarters)
Dallas
London
New York
Sydney
Tel Aviv
Tokyo
Washington, D.C.
United Arab Emirates

Our Products

- **ForeScout CounterACT®** provides real-time discovery, classification, assessment and monitoring of devices, allowing you to see what's on your network and enforce appropriate, policy-based access controls.
- **CounterACT Enterprise Manager** provides centralized security management for global control of all your CounterACT physical or virtual appliances.
- **ForeScout Extended Modules** share contextual device data between CounterACT and third-party tools and automate policy enforcement across those systems.

Our Technology

In 2006, ForeScout made a strategic decision to develop an agentless architecture and spent the next decade investing in research and development that continues to differentiate the company today. The resulting technologies include:

- **Agentless data collection** combines active and passive methods to discover, classify and assess networked devices. The resulting polling, monitoring and data aggregation and classification techniques provide in-depth visibility of infrastructure, devices, users, applications, operating systems, security agents and peripherals on your network—whether they are physical, virtual, wired or wireless.
- Our **adaptive abstraction layer** can ingest billions of packets of raw data across a wide array of heterogeneous network systems and present a consolidated, real-time depiction of networked devices by type. Our solution does not require vendor-specific network equipment, infrastructure upgrades or reconfiguration of each switch and switch port to support 802.1X.
- Our **real-time and continuous policy engine** constantly checks devices against policies that enforce expected behavior. Policies are triggered in real time based on a device's network admission, authentication or other attributes. The policy engine leverages infrastructure and host-based controls, allowing policy-based software updates, virtual local area network assignment/termination and more. As devices move across your network or into the cloud, the policy engine follows them.
- **Distributed, scalable architecture** allows each appliance to independently manage tens of thousands of devices. To expand your deployment, simply add appliances. Enterprise Manager consolidates the device information from all appliances into a single-pane-of-glass view. Our largest customer manages over one million networked devices using this architecture.

Our Service and Support

Premium support covers the platform 24x7 on a global basis. Customers receive standard **post-sale support** through online portals, email and telephone, managed by a single point of contact.

ForeScout Consulting Services helps customers plan, deploy and optimize our solution. Our certified channel partners also provide consulting services. In addition, we offer training on product administration and emerging security best practices.

Our Philosophy

ForeScout is focused on addressing security in a world where virtually every conceivable type of device is joining the network. Each new device is a potential attack point that must be secured—without impeding productivity or adding undue administrative cost or management overhead.

Our business philosophy is one of openness and choice. We don't impose artificial barriers or employ protectionist tactics to retain your business. Instead, we work with the infrastructure and tools you already have by collaborating with a who's who of industry partners to make their security technologies—and ours—smarter and more effective.

* As of June 30, 2017

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