



## Corporate Snapshot

### Industry

Enterprise Security

### Customers

Global 2000 enterprises and government agencies in over 80 countries\*

### Markets

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

### Founded

2000

### Employees

800+\*

### CEO

Michael DeCesare

### Publicly Traded

FSCT

### Recent 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
- CRN (Computer Reseller News) 20 Coolest Network Security Vendors
- CRN Tech Innovator
- Inc. 5000 Fastest-Growing Companies
- SC Magazine Europe Best NAC Solution

# Corporate Overview

## Transforming Security Through Visibility™

ForeScout has pioneered an agentless approach to network security to address the explosive growth of The Internet of Things (IoT), cloud computing and operational technologies (OT). We offer a highly scalable, heterogeneous platform that provides Global 2000 enterprises and government agencies with agentless visibility and control of today's vast array of physical and virtual 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 2,700 customers in over 80 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



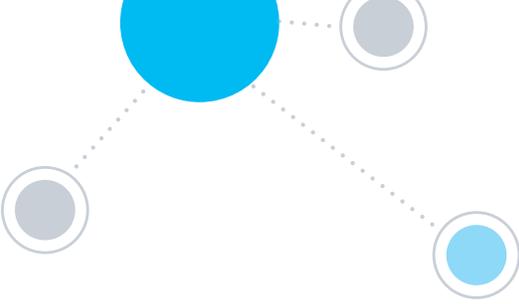
**Orchestrate** Tear down security silos by orchestrating policy-based actions between third-party security systems and the ForeScout platform.

- 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:

- **Incomplete visibility into networked devices.** Explosive growth in platforms, IoT devices and operational technologies joining enterprise networks creates blind spots, rendering agent-based security methods ineffective. ForeScout offers agentless visibility, control and scalability to accommodate 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.



## Our Partnerships

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

- Arrow
- British Telecom
- Carahsoft
- GuidePoint
- Optiv Security
- Optus
- Sirius
- Telstra
- Westcon

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

- Amazon Web Services
- Check Point
- CrowdStrike
- CyberArk
- FireEye
- Fortinet
- IBM
- Juniper Networks
- McAfee
- Micro Focus
- MobileIron
- Palo Alto Networks
- Qualys
- Rapid7
- ServiceNow
- Splunk
- Symantec
- Tenable Network Security
- VMware

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Learn more at  
[www.ForeScout.com](http://www.ForeScout.com)



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• **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 Products

- **ForeScout CounterACT®** provides a comprehensive view of physical and virtual devices the moment they touch your extended enterprise—from your campus network, data center and operational technologies to public and private clouds. It provides real-time discovery, classification, assessment and monitoring of devices, allowing you to enforce appropriate, policy-based access controls.
- **CounterACT Enterprise Manager** provides centralized security management for global control of all your CounterACT physical or virtual appliances across your extended enterprise. Manage up to 2 million devices in a single deployment.
- **ForeScout Extended Modules** share contextual device data between the ForeScout platform 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. Three core capabilities set the ForeScout platform apart from other security solutions:

- **Agentless.** No agents or previous device knowledge needed. Discover and profile IoT and OT devices, traditional endpoints and virtual instances that are constantly joining your extended enterprise.
- **Continuous.** Our platform continuously sees these devices in incredible detail and monitors their behavior and compliance status as they come and go from the network. It enforces your security policies based on changing device context.
- **Heterogeneous.** The ForeScout platform works with leading network infrastructure vendors and third-party security solutions. Use your preferred switches, wireless routers, firewalls or VPNs—with or without 802.1X authentication. This flexible platform also accommodates your evolving network without requiring network upgrades or vendor lock-in.

## Our Philosophy

ForeScout is focused on addressing security in a world where virtually every conceivable type of device is joining the network, creating potential attack points that must be secured. 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.

### Experience the ForeScout Platform Firsthand.

Visit [www.forescout.com/testdrive](http://www.forescout.com/testdrive) for locations and to register.

\* As of December 31, 2017

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