



Highlights

Key Benefits

- Provides single point of contact for all post-sales support requirements
- Ensures your ForeScout platform deployment keeps pace with your growing business needs
- Primary focal point into ForeScout for technical questions, ideas and support processes

Key Features

- Customer Advocacy: proactive focal point into ForeScout to address business/technical subjects
- Risk Mitigation: coordination of operational risk mitigation reviews and consulting services engagements
- Project Management: applying project management oversight skills for deployment services and risk-mitigation reviews
- Technical Expertise: to progress customers on the ForeScout journey of See, Control and Orchestration

ForeScout Shared Service Account Manager (S-SAM)

A **Shared ForeScout Service Account Manager (S-SAM)** provides 30 percent of a full-time equivalent developing, cultivating and managing a world-class customer experience with ForeScout customers. The ForeScout Shared SAM acts as the ultimate customer advocate and serves as ForeScout's lead for services and support. These ForeScout consulting experts apply project management oversight skills for deployment services, conduct operational risk-mitigation reviews, drive customer escalations as needed, apply best-practice reviews and deliver insight and planning to customers that enable them to optimize their ForeScout investment. The S-SAM may be called upon from time to time to provide technical expertise to customers as they progress on their ForeScout journey of See, Control and Orchestration.

S-SAM Responsibilities

- Engage customers early in the deployment cycle to set expectations on people, process and technologies as they relate to support and operation
- Provide oversight on deployment to ensure delivery, installation and customer time-to-value expectations are achieved
- Manage equipment installation and deployment requirements at each site
- Provide remote escalation management for critical escalations as needed

Customer Responsibilities

- Designate a project point of contact who understands customer requirements to interface directly with the S-SAM
- Provide appropriate remote access to personnel and facilities for the S-SAM to provide the necessary services
- Secure and install the required hardware platforms and ensure that they meet minimum requirements
- Provide access to System Administration assistance for any hardware or networking issues:
 - Identify change window times
 - Notify ForeScout of any system, network, application or equipment modifications that may cause potential problems or deviations
 - Cooperate promptly in the overall project, particularly regarding requests for documentation and information

Packages

Shared Service Account Managers may work from the customer’s location or remotely. Each of these options includes all activities outlined on the previous page.

Product	Description
FS-CC-SAM-30	30 percent full-time equivalent Service Account Manager for one year.

Note 1: Services are subject to the terms and conditions set forth at <https://www.forescout.com/eula>

About ForeScout Technologies, Inc.

ForeScout Technologies is transforming security through visibility, providing Global 2000 enterprises and government agencies with agentless visibility and control of traditional endpoints, IoT devices and operational technologies 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. As of March 31, 2018, more than 2,800 customers in over 80 countries improve their network security and compliance posture with ForeScout solutions. See devices. Control them. Orchestrate system-wide response. **Learn how at www.forescout.com.**

About ForeScout Consulting Services

ForeScout’s products are easy to deploy and use. However, for organizations that can use a little outside expertise, ForeScout offers an extensive array of consulting services delivered directly and through our network of authorized service partners. With our consulting services, customers can fortify their ForeScout platform investment with in-depth knowledge to accelerate time-to-value, expedite procurement and implementation schedules, develop and refine security policies, and customize system functionality to address unique oversight and reporting requirements.

Learn more at www.forescout.com/support/services.

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www.ForeScout.com



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