



# ForeScout CounterACT

## Cheat Sheet

### Who is ForeScout?

ForeScout Technologies is a leading provider of automated security control solutions for Fortune 1000 enterprises and government organizations. In business since year 2000. Over 1000 customers. Ranked by Forrester Research as the top rated performer in network access control market.

### What is ForeScout CounterACT?

ForeScout CounterACT is a security automation appliance that delivers real-time visibility and control of all devices on the network. It includes:

- 1) network access control
- 2) endpoint compliance
- 3) mobile security
- 4) threat prevention.

CounterACT is easy to deploy and manage because CounterACT requires no agents, no hardware upgrades or reconfigurations. CounterACT is sold as an appliance or a virtual appliance.

### Target Market

Organizations with over 500 computing devices, especially if they:

- Have important data on their network
- Do not already have network access control
- Have a dynamic IT environment: many mobile devices, mobile users, contractors, visitors wanting to use the network

### Target Buyers

- IT security managers
- IT operations managers (network, desktop)

### Why Sell Security Automation?

- There are many untapped opportunities. 10% of all enterprises are planning to purchase automated network access control this year (source: Forrester).
- Security automation is complementary to other products you have sold, such as: network firewall, network IPS, desktop security, encryption.
- Security automation is profitable. Approximately 30% of each deal can be professional services.

### Why is ForeScout CounterACT the Best?

- **Mature:** 1000+ customers, 7 years in the market
- **Market leader:** #1 market position for NAC
- **Easy:** Setup in one morning. No agents to install. Works with existing infrastructure.
- **Features:** More functionality than other comparable products.
- **Successful:** ForeScout will win over 80% of the competitive bake-offs you enter.

### What Problems Does ForeSout CounterACT Solve?

- **Network Access Control**  
#1 most popular feature. ForeScout CounterACT lets guests and contractors use their personal computers on the customer's network without compromising the customer's internal network security. CounterACT includes advanced, automated guest registration and is far easier to deploy and manage than competitive NAC products from Cisco, Juniper, etc.
- **Mobile Security**  
Hot new feature! IT managers are worried about iPhones, iPads, Android and other mobile devices that can connect to the network. CounterACT provides real-time visibility and control over mobile devices, allowing users to enjoy their devices without harm to the network.
- **Endpoint Compliance**  
CounterACT finds and fixes security gaps, such as endpoint security agents that are not installed or working properly, out-of-date antivirus, etc. Your customers have already made substantial investments in these security systems, but their money is wasted if the systems are not working properly. CounterACT typically discovers security gaps on 30% of endpoint computers.
- **Threat Prevention**  
CounterACT blocks both known and unknown attacks inside the network with 100% accuracy. Traditional network security focuses on blocking external attacks with firewalls and intrusion prevention systems (IPS), but today, almost all serious data loss events occur from the inside.
- **Regulatory Compliance and Audit Reports**  
CounterACT provides real-time visibility to everything on the network. Reports help monitor policy compliance, support regulatory audit requirements, and produce real-time inventory reports.

### Pricing and Product

ForeScout CounterACT is available in either a physical or virtual appliance form factor. Each appliance includes a perpetual license for a specified number of network devices. Licenses are available for 100, 500, 1000, 2500, and 4000 devices per appliance.

All features are contained in the single appliance. No extra charges.

Detailed pricing is available from your ForeScout Regional Sales Manager. Ballpark pricing is \$25 per device.

## Prospecting questions

- Do you currently utilize network access control (NAC)? If not, do you have plans to implement NAC in the future? When? Who is in charge of the project?
- Do you frequently have guests or contractors come onto your premises? What are you doing to control visitor access to your network?
- Do you have a tool that will tell you how many iPhones, iPads, Androids, Blackberries etc. are connected to your network? Are you concerned over the security threat from these devices?
- Do you allow or encourage your employees to bring their own PCs to work? How do you plan to maintain security with all of these unmanaged devices?
- Can your network automatically ensure that every endpoint is compliant with your security policies antivirus, DLP, encryption, patch level, configuration, etc.? Do you have a third-party product watching over these agent-based security systems?
- Do you have policies in place to prevent data loss? (e.g. prohibit use of P2P applications or USB drives) Do you have real-time visibility into how many of your users are violating data loss policies?
- Are you responsible for security audits? Do you have an automated system for reporting on the compliance of devices on your network?

## Competitive information

- **Networking vendors (Cisco, Juniper, etc.):** Complex architecture, difficult and time-consuming to deploy. Customer might need to upgrade to the vendors' latest hardware. Requires multiple components. Not user-friendly. Fewer desktop remediation options.
- **Desktop security vendors (Symantec, McAfee, Sophos):** Requires multiple components. Works well with computers running the desktop security vendor's agents, not so well with unknown or unmanaged computers. Not user-friendly.
- **ForeScout CounterACT** is dramatically easier and faster to deploy than our competitors:
  - **One box, one day to install.** Everything is contained in a single appliance.
  - **Works with what you have.** All your existing switches, routers, firewalls, endpoints, patch management systems, antivirus systems, directories, etc.
  - **Agentless.** Works with all types of endpoints—managed/unmanaged, known/unknown, authorized/rogue.
  - **Non-disruptive.** Can be deployed in a phased approach to minimize disruption, unlike first generation NAC products that disrupt users with heavy-handed access controls.
  - **Accelerated results.** Provides useful results Day 1 giving visibility to problems on your network. Built-in knowledge base helps configure security policies quickly & accurately.

More detailed competitive analyses are available. Contact your ForeScout RSM.

## ForeScout CounterACT complements other things you have sold to the customer...

Customer's existing security	How CounterACT complements
Network firewall	Firewalls are useful to protect the network from external attack, but these days most attacks come from inside. CounterACT protects the internal network from 1) unauthorized access, 2) insecure computers, 3) internal attack. CounterACT includes zero-day threat prevention that blocks malware such as Conficker, Zeus, Stuxnet.
Network IPS	As above.
Anti-virus and other desktop security agents	CounterACT ensures that agent-based security systems are installed and working properly, and CounterACT automatically remediates gaps in security. It is typical for CounterACT to find and fix security problems on about one-third of the endpoints.
Encryption or DLP	As above. CounterACT can ensure that these systems are installed and working properly. Also, customers who are concerned about data loss will appreciate CounterACT's ability to enforce security policies against P2P and other unauthorized applications, USB memory sticks, and more.

## ForeScout Contact Info

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