

ForeScout Proves NAC Superiority Over Other Leading Vendors in Independent Test

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ForeScout CounterACT Overall Bests Cisco, Juniper and Bradford Networks in Tests Conducted by The Tolly Group Akin to Proof-of-Concept Evaluation Across 34 Criteria

Cupertino, Calif. USA — 28 March 2012 — ForeScout Technologies (<http://www.forescout.com>), Inc., a leading provider of automated security control solutions for Fortune 1000 enterprises and government organisations, today announced the results from an in-depth competitive analysis of leading network access control (NAC) vendors. Sponsored by ForeScout, the in-depth comparative analysis conducted by The Tolly Group presents comparative details in a method comparable to the evaluation processes that are undertaken by prospective NAC customers. The overall results illustrate ForeScout's best-in-class NAC approach and lower total cost of ownership compared to Cisco, Juniper and Bradford Networks.

According to Frost & Sullivan's recent NAC market report, the four best selling NAC solutions are respectively Cisco, ForeScout, Juniper and Bradford Networks, which represent over 71 percent of the NAC market¹. Conducting a comprehensive appraisal of network security products prior to purchase is common among mid-tier and larger IT organisations – often termed a proof-of-concept (POC). Commissioned by ForeScout and conducted by The Tolly Group, one of the world's leading independent product testing labs, the analysis covers 34 criteria points across key functional categories: deployment, interoperability, guest management, endpoint compliance, enforcement, remediation and scalability. The complete 24-page report can be downloaded at <http://www.forescout.com/tollyreport>.

The side-by-side NAC product comparison yielded the following overall findings for ForeScout CounterACT:

- Offers greater ease-of-use, integrated functionality, vendor interoperability and scalability.
- Enables faster deployment with less operational impact, utilising agent-less, real-time device assessment (including mobile) with customisable policy templates.
- Provides extensive built-in policies with automated device classification, enforcement and remediation options.
- Combines rich feature set, flexible implementation, easier administration and scalability in one solution; suggests a lower total cost of ownership.

"Our evaluation showed that although most NAC products seem to offer comparable features, there remain considerable implementation, administration and functional differences between vendors," said Kevin Tolly, founder of The Tolly Group. "These differences can materially impact the overall effectiveness of a NAC project and can result in a higher total cost of ownership."

The Tolly Group evaluation outcome not only corroborates end user POC conclusions, but complements other industry recognition that ForeScout CounterACT has achieved, including: Frost & Sullivan's 2012 Global NAC Technology Innovation Award, and positioning in the "Leaders Quadrant" in Gartner, Inc.'s "Magic Quadrant for Network Access Control 2011."

"Buyers should not assume that large network infrastructure vendors offer extensive and flexible NAC

solutions. In the areas examined for this evaluation, NAC 'pure-play' vendors ForeScout and Bradford bested 'infrastructure' vendors Juniper and Cisco in almost every category," added Kevin Tolly.

ForeScout welcomes IT organisations to evaluate CounterACT and see the CounterACT difference first hand. From now until 31 August 2012, resellers and systems integrators' customers of Cisco, Juniper, Symantec, Sophos, Bradford Networks and other NAC products can switch up to ForeScout at an attractive discount. This offer applies to end users' licensed NAC products under maintenance for like ForeScout CounterACT virtual appliances – other terms and conditions apply. For more details, visit www.forescout.com/switchup.

About ForeScout Technologies, Inc.

ForeScout enables organisations to accelerate productivity and connectivity by allowing users to access corporate network resources where, how and when needed without compromising security. ForeScout's automated solutions for network access control, mobile security, endpoint compliance and threat prevention empower IT agility while preempting risks and eliminating remediation costs. Because the ForeScout CounterACT platform is easy to deploy, unobtrusive, intelligent and scalable, it has been chosen by more than 1,300 of the world's most secure enterprises and military installations for global deployments spanning 37 countries. Headquartered in Cupertino, California, ForeScout delivers its solutions through its network of authorised partners worldwide. Learn more at www.forescout.com.

1 Frost & Sullivan, Analysis of the Network Access Control Market, Report NAD5-01, by Chris Rodrigues, March 2012.

<http://www.marketresearch.com/Frost-Sullivan-v383/Network-Access-Control-6842202/>

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