

# Vistaprint Taps ForeScout CounterACT for Real-Time Visibility and Automated Endpoint Compliance

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Cupertino, Calif. USA — 24 July 2012 — ForeScout Technologies (<http://www.forescout.com>), Inc., a leading provider of automated security control solutions for Fortune 1000 enterprises and government organisations, is pleased to add Vistaprint N.V., an e-commerce provider of marketing products and services to micro businesses, to the growing number of satisfied customers who have chosen ForeScout CounterACT to advance real-time visibility and automate endpoint compliance.

Like other IT organisations, Vistaprint sought to increase visibility into the security posture of all devices on the network, including both physical and virtual machines, in order to tightly manage endpoint security policy and support compliance mandates such as PCI. While its existing agent-based solutions provided a platform to manage its need, Vistaprint wanted a solution that could scale across their global enterprise and be managed in a single console. Beyond usability, paramount was the requirement for the approach to be agentless, which would provide deployment flexibility, reduce implementation effort and not impact its operating environment.

“We were looking for a tool that could meet the needs of several different IT management teams: the asset management team, server team, information risk management team, and the desktop team,” said Christian Ponce, manager of IT Audit and Compliance at Vistaprint. “Since most of the NAC solutions we looked at were agent based, we zeroed in on ForeScout CounterACT, and quickly proceeded to conduct a proof-of-concept.”

Vistaprint empowers more than 13 million micro businesses and consumers annually with affordable, professional options to make an impression. The company employs over 3,600 people, operates more than 25 localised websites globally and ships to more than 130 countries. The company’s network consists of over 15,000 endpoints, including servers, desktops, laptops, and personal devices. To expedite pinpointing the solution that would deliver the level of visibility and endpoint compliance desired by Vistaprint, the company turned to ForeScout channel partner Akibia.

“As we needed to compile a shortlist of tools and vendors, Akibia provided us some really valuable guidance during our discovery and initial evaluation process,” said Ponce.

After an in-depth competitive analysis and proof-of-concept, Vistaprint chose ForeScout CounterACT. CounterACT gave the IT staff real-time visibility into their complete environment without the need for agents. With CounterACT in place, the team was able to more effectively provide valuable IT information to its many stakeholders by mapping, classifying, and assessing their environment more accurately. CounterACT’s out-of-the-box policies and checks enabled the company to quickly set, monitor, adjust, and enforce policies as needed. After only five days for deployment and tuning, CounterACT was fully implemented, tracking all 15,000 endpoints and servers.

Immediately after installing CounterACT on the network, Vistaprint began to see the benefits. It provided a much easier path towards ensuring that all systems were properly patched and updated (Windows, Flash Player, Adobe Reader, etc.), and that the risk caused by unauthorised applications could be mitigated.

Prior to CounterACT, it was difficult to effectuate policy, such as checking the compliance of company-issued laptops, remediating endpoints, processing user agreement to acceptable use policy (AUP), and tracking network assets for inventory management.

“Akibia supported Vistaprint’s need to advance visibility and compliance capabilities and had the expertise to identify and help implement their decision,” said Tom Tuchecker, president and CEO of Akibia. “Akibia’s valued partnership with ForeScout allows us to help our clients leverage the full value of NAC technologies which yields in improved security, greater productivity and reduced operating costs.”

ForeScout welcomes IT organisations to evaluate CounterACT and see first-hand the CounterACT difference. As illustrated by a recent, in-depth competitive Tolly Group assessment of NAC products, ForeScout CounterACT provides superior usability, deployment, interoperability, functionality, management, and scale. From now through 31 August 2012, 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](http://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](http://www.forescout.com).

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