



## ForeScout Sweeps CRN Awards in IoT and Security

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### **5-Star rating in CRN's 2018 Partner Program Guide demonstrates execution on goal to maximize channel partners' opportunity for growth and profitability**

SAN JOSE, Calif., April 09, 2018 (GLOBE NEWSWIRE) -- [ForeScout Technologies, Inc.](#) (NASDAQ:FSCT), a leading Internet of Things (IoT) security company, today announced recognition by premier publication CRN, a brand of [The Channel Company](#), with three awards across IoT, security and the channel. CRN has awarded ForeScout a 5-Star rating on its 2018 Partner Program Guide, the solution provider's ultimate guide to the best partner programs. Additionally, ForeScout was named to CRN's annual Security 100 list, the channel's definitive roster of top security technology suppliers, and to its Internet of Things 50 list, which celebrates vendors with offerings that are poised to transform the way we live and work with an unprecedented level of interconnectivity.

"The channel community has a huge opportunity right now to help organizations secure their entire environment through visibility and control of the thousands of network-connected devices. Visibility is the foundation for any security strategy," said Brian Gumbel, SVP of Worldwide Sales, ForeScout. "Multiple awards from CRN shows that ForeScout is firing on all cylinders to deliver innovative new technology solutions within a channel-friendly partner program. We are thrilled with these results."

ForeScout is redefining visibility and control across the extended enterprise to help secure the campus, data center, cloud and critical infrastructure. The company pioneered its unique agentless approach to security, providing real-time device discovery, classification, assessment and monitoring with its flagship product, [CounterACT®](#). ForeScout recently announced new foundational innovations in ForeScout CounterACT® 8 that raise the bar on device visibility and control to mitigate risk, reduce the attack surface and automate incident response. The enhanced ForeScout device visibility platform adds increased scalability, cloud-based device intelligence, IoT device assessment and flexible centralized licensing to help enterprises see and control more than five billion<sup>1</sup> IP-connected devices, including traditional, mobile, virtual, IoT and operational technology (OT).

#### **CRN's 2018 Partner Program Guide**

CRN awarded ForeScout a 5-Star rating in its 2018 Partner Program Guide. This annual guide is the definitive listing of partner programs from technology vendors that provide products and services through the IT channel. The 5-Star Partner Program Guide rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs. The ForeScout Forward Partner Program launched in 2017 to maximize channel partners' opportunity for growth and profitability by providing a more scalable program with benefits to those partners with the highest levels of investment in its business.

"Finding the right technology vendor to partner with can be a daunting task, given the vast array of choices now available to solution providers," said Robert Faletta, Executive Chairman of The Channel Company. "CRN's Partner Program Guide and 5-Star ratings help them narrow the field and find the best fit, identifying the most rewarding partner programs and providing crucial insight into their strengths and benefits. We are pleased to present our 2018 PPG list, recognizing the strongest and most successful partner programs in the channel today."

#### **CRN's 2018 Security 100 List**

Additionally, CRN has named ForeScout to its 2018 Security 100 List, an annual project recognizing the coolest security vendors in each of five categories: Endpoint Security; Identity Management and Data Protection; Network Security; SIEM and Security Analytics; and Web, Email and Application Security. The companies on CRN's Security 100 list have demonstrated creativity and innovation in product development as well as a strong commitment to delivering those offerings through a vibrant channel of solution providers. ForeScout has been recognized in the Network Security category.

"The core elements of today's businesses, both large and small, depend upon robust and reliable cybersecurity solutions," said Bob Skelley, CEO of The Channel Company. "Unprecedented streams of data, the sweeping transition to cloud computing, vast networks of wireless systems, the rapidly growing Internet of Things—all these advances necessitate increasingly complex and adaptive security measures. CRN's 2018 Security 100 list recognizes top vendors that are meeting this extraordinary demand with the most innovative security technologies on the market, enabling businesses to grow uninterrupted."

#### **CRN's Internet of Things 50**

Lastly, CRN has named ForeScout to its 2018 Internet of Things 50 list, which recognizes companies whose innovative offerings are helping connect objects, computing devices, infrastructure, data storage and data analytics that will transform our everyday lives.

"The companies on CRN's 2018 Internet of Things 50 list are leading innovation at every IoT connection point, from the capture and analysis of data to the response initiated at endpoint devices," said Skelley. "CRN is pleased to recognize these vendors for bringing partners cutting-edge hardware, software and security portfolios, as well as an evolved understanding of how that technology fits with solution providers' unique knowledge of the IoT market—enabling holistic, high-performing solutions that break new ground."

#### **About ForeScout**

ForeScout Technologies, Inc. helps make the invisible visible. Our company provides Global 2000 enterprises and government agencies with agentless visibility and control of traditional and IoT devices the instant they connect to the network. Our technology integrates with disparate security tools to help organizations accelerate incident response, break down silos, automate workflows and optimize existing investments. Learn more at [www.forescout.com](http://www.forescout.com).

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<sup>i</sup> Figure based on ForeScout Device Model Methodology

 [Primary Logo](#)

Source: ForeScout Technologies, Inc.