



# Efficiently Transforming Cybersecurity in an Agile Workplace: FDM Group's Journey with Forescout

**2,700**  
**Endpoints**

securely managed

**7,000+**  
**Employees**

full visibility ensured

**8**  
**Weeks**

to total implementation

## Industry

- ▶ IT Services

## Environment

- ▶ 2,700 endpoints
- ▶ 7,000 employees
- ▶ Wired/wireless campus
- ▶ Multiple offsite locations

## Challenge

- ▶ Managing BYOD policies with a dynamic workforce
- ▶ Ensuring secure network access for diverse users
- ▶ Achieving real-time network security monitoring
- ▶ Streamlining device compliance and auditing processes
- ▶ Adapting security measures for offsite endpoints
- ▶ Integrating security solutions with existing systems

## Overview

FDM Group, a global leader in technology and business consultancy, faced unique challenges in its digital infrastructure. With a hybrid workforce of over 7,000 with multiple digital personas, they needed a solution to manage a mobile workforce as well as bring your own device (BYOD) policies and guest access, while ensuring robust network security. Patrick Wake, FDM's Group Director of Information Security, spearheaded an initiative to find a solution that could adapt to the company's dynamic work environment, provide network access control for all devices, and offer comprehensive security coverage through a defense in depth approach.

**"Faced with a dynamic workforce and evolving security needs, we required more than just traditional solutions. Forescout delivered, offering unparalleled visibility and control in our complex environment, transforming our challenges into a streamlined, secure operation."**

*— Patrick Wake, Group Director of Information Security, FDM Group*

## Business Challenges

FDM's primary challenge was the management of a diverse and agile workforce, including apprentices, interns and internal consultants. After the COVID-19 pandemic, the shift to a more flexible work model increased the complexity of FDM's network security needs. The organization needed a tool that could provide real-time insights into device and network activity and ensure compliance with security standards.

## Why Forescout?

While FDM has a high level of security maturity, Wake wanted a solution that would provide a greater degree of defense-in-depth. After considering various options, Wake chose Forescout for its comprehensive security solution. Key factors in the decision included Forescout's ability to provide real-time, agentless network monitoring and to integrate seamlessly with existing systems such as vulnerability management and device management platforms.

## Security Solution

- ▶ Forescout eyeSight
- ▶ Forescout eyeControl
- ▶ Forescout eyeExtend
- ▶ Forescout eyeSegment
- ▶ Forescout Professional Services

## Use Cases

- ▶ Network access control
- ▶ Device compliance
- ▶ Asset management
- ▶ Security automation
- ▶ Network segmentation

## Results

- ▶ Rapid, daily compliance and auditing
- ▶ Secure, efficient BYOD and guest management
- ▶ Enhanced network security and monitoring
- ▶ Streamlined operational processes and efficiency
- ▶ Customized, future-proof cybersecurity implementation

“Forescout’s approach to network security, with its agentless system, provided us with the live insights we needed to manage our network proactively. Its real power is its ability to automate responses, such as quarantining or remediating devices,” Wake says. The quick implementation and adaptability of Forescout’s solutions made it the ideal choice for FDM’s complex needs.

## Business Impact

**Implementing Forescout at FDM yielded significant benefits, both tangible and intangible.**

### Accelerated Auditing and Compliance

From an operational security standpoint, the company dedicates months to auditing and device compliance processes, tasks now accomplished in days. “The efficiency gain has been phenomenal. What used to be a very manual task now happens automatically in real time,” Wake remarks.

### Enhanced Business Agility and Collaboration

FDM’s business agility and collaboration capabilities have been vastly enhanced since the Forescout implementation. With secure and efficient network management, FDM strengthened ties with partners and maximized office utilization, enabling more dynamic use of their facilities.

### Rapid Deployment, Expert Support

Wake underscores the swift and effective implementation of Forescout at FDM, which became operational within just a week. He credits this efficiency to Forescout’s Professional Services Consultants, whose expert guidance tailored the solution to FDM’s specific needs and enabled Wake and his team to “do things right the first time.”

“Their support was pivotal, not only in executing a quick setup— but also in helping us navigate the learning curve,” Wake says. This strategic partnership was vital in establishing a secure, adaptable, and future-ready network environment for FDM.

Forescout’s solution not only met FDM’s immediate security needs but also provided a scalable and flexible platform that supports the company’s growth and constantly evolving IT landscape. The platform’s versatility allowed for expanded use beyond initial expectations, such as device encryption and automated security responses.

“Forescout is one of our most valuable tools and has been more than a security solution for us. It’s been a catalyst for operational transformation, enabling us to be more innovative and responsive in our approach,” Wake states, reflecting on the broader impact of Forescout’s solution on FDM’s business operations and strategy.