Forescout Onboarding Package

Forescout's Onboarding Package provides an optimum mix of Professional Services to jumpstart customer's Forescout implementation, and swiftly drive Forescout value in the customer's environment via predefined milestones.

Forescout's Onboarding team is comprised of a combination of architecture, engineering and project management resources. This team will work alongside the customer to drive product implementation, out of the box visibility, out-of-the box classification. In addition, the onboarding package includes the development of a success plan to facilitate the expansion, and maturation of customer's Forescout deployment. Our experts will help the customer make informed decisions about their Forescout architecture and design, assist with Forescout pre-engagement questionnaire, implementation of policies and out of the box dashboards, and plan for future goals and use cases.

The Package

Forescout's experienced Onboarding team will assist with the following:

Success Planning

- Use case planning and documentation
- Key success metrics defined
- Lifecycle engagement scheduling

Design

- Review network design and provide recommendations on best practices in topics area such as:

  » Mirrored traffic

  » Appliance placement

  » Network and systems integrations

- Develop architecture and design documentation

Implementation

Platform Configuration

- Network segments and locations
- Internal Networks
- Discovery and inventory properties and timing
- Channel configuration
- Reporting and syslog configurations

Highlights

Key Benefits

- Jumpstart the implementation of the Forescout solution
- Expedite endpoint discovery across the network
- Maximize time to value of the Forescout investment
- Validate outcomes via reports, dashboard & post- onboarding health check

Key Features

- Best practice-based methodology
- Optimized to drive time to value
- Outcome-focused methodology

Package Outcomes

- ▸ Success plan
- ▸ High level design documentation
- ▸ Installation and integration of the Forescout appliances
- ▸ Development of best-practice policies
- ▸ Preparation for expansion, extended modules, other customer use cases
- ▸ Initial knowledge transfer and enablement
- ▸ Health Check Report

Implementation (continued)

Platform Policies

Discovery
- → Discover network devices by using active, passive, or both properties
- → Provide options to identify and manage unclassified devices

Classification
- → Out-of-the-box classification

Reporting
- ▸ Initial out of the box dashboards installed and configured
- ▸ Progress and maturity reporting

Health Check
- ▸ Scheduled assessment to measure project progress and solution health
- ▸ Best practice-based report to inform further adoption, expansion, and optimization efforts

Package Sizes

Forescout's Onboarding Package provides the core capabilities to onboard the customer and drive the implementation of the solution across the enterprise. Packages are scoped to align with the size of the customer's Forescout deployment.

PRODUCT	DESCRIPTION	SCOPE
FS-PS-ONBOARD-XS	Quick start deployment services to deliver initial capabilities to a new customer (up to 15K end points). The offering includes, solution architect, professional services engineer, and project coordination resources. HLD not included. Travel is NOT included. This is a prepaid milestone based service and must be consumed within 12 months of purchase.	Up to 15K endpoints
FS-PS-ONBOARD-SML	Quick start deployment services to deliver initial capabilities to a new customer (up to 50K end points). The offering includes, solution architect, professional services engineer, and project coordination resources. Domestic Travel is included. This is a prepaid milestone based service and must be consumed within 12 months of purchase.	Up to 50K endpoints
FS-PS-ONBOARD-MED	Quick start deployment services to deliver initial capabilities to a new customer (up to 150K end points). The offering includes, solution architect, professional services engineer, and project management resources. Domestic Travel is included. This is a prepaid milestone based service and must be consumed within 12 months of purchase.	From 50K to 150K endpoints
FS-PS-ONBOARD-LRG	Quick start deployment services to deliver initial capabilities to a new customer (up to 300K end points). The offering includes, solution architect, professional services engineer, and project management resources. Domestic Travel is included. This is a prepaid milestone based service and must be consumed within 12 months of purchase.	From 150K to 300K endpoints
FS-PS-CMDX-ONBOARD	Quick start deployment services to deliver initial capabilities to a new customer for up to 5 sensors. This package is a prepaid milestone based service, includes architecture, engineering, and project coordination services. Travel not included. Must be consumed within 12 months of purchase.	Up to 5 sensors
FS-PS-CMDX-ADDON	This SKU is an add-on service when a customer purchases additional CMDX sensors. It must be purchased with the CMDX-ONBOARD SKU or added on to an existing CMDX deployment. For each additional sensor, add qty 1 of this SKU. This is a prepaid sku and must be consumed within 12 months of purchase. Please refer to CMDX Services datasheet for details.	

Notes

1. Onboarding packages are available for XS, SM, MED, LRG and XL deployments, based on endpoint counts. Sizing definitions based on endpoints are as follows: XS – up to 15k endpoints, SM –up to 50K endpoints, MED – 50K to 150K endpoints, LRG – 150K to 300K endpoints, and XL – greater than 300K endpoints. The scoping of XL deployments is custom and requires a statement of work

2. Services are subject to the terms and conditions set forth at http://www.Forescout.com/eula
3. Travel expenses are included in the price.
4. These SKUs are paid upfront and valid for 12 months from purchase.