

Visibility, Control and Network Segmentation

# Fortune 500 Manufacturer

“Segmentation is an absolute must-have, but to get there, you need full visibility and a clear understanding of your assets. Forescout is invaluable for identifying, consolidating and segmenting assets as we continue to grow by acquisition.”

– CISO, Fortune 500 Manufacturing Company

## Environment

80,000 wired and wireless devices across 80 locations;  
25,000 employees

## Industry

Manufacturing

## Why They Chose Forescout

- Rapid time to value – three most important use cases proven in less than a day, 100% visibility across scoped sites in less than three weeks
- Enterprise-wide device visibility and control, including IoT, IT, and OT
- Enterprise-wide segmentation capabilities
- Accurate asset inventory including assets from acquired companies
- Extensibility of unparalleled data accuracy and controls to existing security investments
- Creative financing and term-based licenses that enabled an OpEx purchase



**< 1 DAY**

to prove 3 primary use cases



**< 3 WEEKS**

to reach decisions that previously took 9 months



**3 HOURS**

to implement a Windows 10 Zero Day Vulnerability policy

## Business Challenge

To minimize the risk of costly downtime, this Fortune 500 manufacturer initially purchased the Forescout platform for comprehensive visibility and NAC across six sites. A few months later, the Company then hired an external auditor to review security of a newly acquired paper mill. The auditor used the Forescout solution to provide full device visibility and control as well as dynamic segmentation. While the audit was being conducted, a site not covered by Forescout experienced two breaches. The Forescout team immediately stepped in to help remediate. Impressed with both the Forescout solution and team, the Company expanded the solution across all its North American sites as well as added eyeSegment and eyeExtend modules to integrate with and enhance existing and planned security tools – Sophos, ServiceNow, Splunk, Qualys and SCCM.

“When I saw the level of visibility we had in less than three weeks – and data presented in a way that I could present to leadership and partners – that sold me.

The speed at which Forescout provides actionable intelligence makes it more valuable than competitive solutions I’ve used in the past.”

–Chief Information Security Officer, Fortune 500 Manufacturing Company

## Positive Business Outcomes with Forescout

The benefits of complete visibility and segmentation at this Company include:

- Real-time visibility, complete situational awareness, and continuous monitoring across the entire enterprise that significantly reduces risk of breach and costly downtime
- Reduced operating costs through automation – such as automated detection and blocking of unauthorized devices and automated patching
- Actionable intelligence that shaved over eight months off time to make key strategy decision
- Rapid policy enforcement, such as implementation of a Windows 10 Zero Day vulnerability policy in just a few hours and complete device control established for two locations within just two days
- Segmentation controls across diverse technologies, with ability to validate expected outcomes before implementation
- Network stays “audit ready” across the enterprise, saving time, resources, and money, while meeting compliance standards

Contact Forescout today to help your organization achieve amazing results.

references@forescout.com Version B