



**FORESCOUT**

**GOLD  
STANDARD**

- ▶ Network Security
- ▶ OT Security
- ▶ Network Segmentation
- ▶ SIEM/SOC Modernization

**Forescout Gold Standard Partner Incentive Program  
(United States)**

Pay for Deal Reg, Demo & Closed Business

US Approved Deal Registration (\$50K Minimum ACV)	\$500 USD
Partner Coordinated Demo (Both Sales & SE)	\$250
Closed for \$50K to \$249,999	\$1,000
Closed for \$250K to \$499,999	\$4,000
Closed for \$500K to \$999,999	\$7,000
Closed for \$1M+ ACV	\$10,000

**Details:** Program runs until 12/31/2023. Payouts occur at the end of each calendar quarter.

Order values shown are ACV/Annual Contract Value = 1st Year Software Subscription + Hardware & Hardware Support + Professional Services.

### RISK & EXPOSURE MANAGEMENT

- Cyber Asset Attack Surface Management (CAASM)
- Asset Visibility / Inventory
- Device Compliance
- Risk Prioritization
- IoT Security
- Medical Device Security
- OT Security

### NETWORK SECURITY

- Network Access Control
- Network Visibility
- Segmentation Management
- Risk & Threat Containment
- Zero Trust
- Medical Device Security
- OT Security

### THREAT DETECTION & RESPONSE

- Extended Detection & Response (XDR)
- Managed Detection & Response (MDR)
- SIEM Modernization/Next-gen SIEM
- Consolidation (SOAR, UEBA, TIP)
- MITRE ATT&CK® Mapping
- Medical Device Security
- OT Security

Compliance Frameworks

## FORESCOUT PLATFORM

Threat Intel

### IT



### OT



### IoT



### IoMT



Managed & Unmanaged

## The Rules:

### Qualifications:

- ▶ To qualify within the “Forescout Gold Standard Partner Rewards” program, end user prospects must be “Net New” to Forescout, OR must be a product upsell/expansion opportunity within an existing Forescout customer.
- ▶ Forescout Deal registration approval: Only applicable to partner seller. To qualify, Forescout must have approved a deal registration submission from the partner, with a resulting deal reg number, AND must have hosted a meeting (either remotely or in person) involving the Forescout account team and the end user decision making team.
- ▶ Forescout Demo: Applicable to partner seller and partner sales engineer. To qualify, partner seller and SE must have coordinated and attended demo with end user prospect or customer.
- ▶ Forescout Purchase order: Only applicable to partner seller. To qualify, Forescout must have received a valid PO, which has then been processed and invoiced, and accompanied by a fully executed End-user License Agreement.

### Process:

- ▶ To participate in the “Forescout Gold Standard Partner Rewards” program, partners must first register qualifying deals via the Forescout Partner Portal. [URL](#)
- ▶ Partners must then make individual Forescout reward claims for ‘deal registration’, ‘demo’ and ‘purchase order’ - via the “Forescout Gold Standard Partner Rewards” claim form. [URL](#)
- ▶ After deal registration approval, there is an expectation of providing weekly updates to the relevant Forescout account manager. Failure to do so may require in the subsequent rejection of the both the deal registration and all claims.
- ▶ Claims will be processed at the end of each quarter and paid in points via the Forescout Partner Rewards Portal.

### Conditions:

- ▶ The “Forescout Gold Standard Partner Rewards” program expires December 31st, 2023, and all claims must be submitted by 11:59 pm PST on December 31st, 2023.
- ▶ The program cannot be combined with other Forescout Partner Incentives.
- ▶ The program replaces the existing “Fast Cash” program.
- ▶ The rewards can be split between qualifying participants at Forescout’s sole discretion.
- ▶ Forescout reserves the right to modify pay outs and requirements. Claims are approved or rejected at Forescout’s sole discretion.
- ▶ By accepting “Forescout Rewards, the partner agrees to provide all information requested by Forescout, including tax information.
- ▶ Winners are solely responsible for all country and local taxes, including applicable duties associated with reward acceptance.
- ▶ See Additional Terms for supplemental terms and conditions.

Full terms and conditions: [URL](#)



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