

## Highlights

### Objective

Emarat needed a network access control (NAC) solution to control which users and devices could connect to its network, and to ensure that those granted entry were only able to reach the corporate resources appropriate for their access level.

### Solution

CounterACT provided Emarat with full visibility and automated control. This enabled the company to see, manage and remediate everything on the network — all devices, operating systems, applications and users — whether they were employees, guests or contractors.

### Results

- Real-time visibility of all endpoints on the network
- Ability to control multiple device types and gain full port control
- No upgrade required to Emarat's network infrastructure
- Ease of deployment, integrated functionality and ease of management
- Time saving of 7.5 hours per day for the security & operations teams
- Rapid payback: Approximate financial saving of \$80,000 per year
- Automated security control of corporate network and provision of guest access
- Post-admission monitoring for non-compliant or malicious endpoints

## Emarat, the UAE's Leading National Petroleum Brand, Selects CounterACT for Automated Network Security Control



### Customer Overview

Emarat is currently the United Arab Emirates' (UAE's) leading national petroleum brand. Established by the UAE government in 1981 to market and distribute petroleum, the organization now supplies a wide range of allied products and services in the Gulf region.

Headquartered in Dubai, Emarat has approximately 3,000 employees in 12 offices. Its network supports more than 1,200 endpoint devices.

Emarat began searching for a NAC solution to control which users and devices could connect to its network and once access was granted, limit the corporate resources they were allowed to utilize. This move reflected Emarat's awareness of the increasing number of security threats, both internal and external, to the organization and a growing need to protect its network and preserve operations. Further, Emarat has plans to allow users to bring their own devices (BYOD) into the network, so the NAC solution needed to be able to deliver secure access control supporting their BYOD policy. Emarat is excited that CounterACT™ will enable them to detect in real-time any type of device connecting to the network, wired or wireless, managed, personal or rogue, while also providing the capability to block unauthorized endpoints or limit access to non-compliant devices. Also the added functionality to monitor device compliance after network admission further reduces network security risks.

### Why ForeScout?

Whenever undertaking a new IT project, Emarat does a preliminary study of the market to see which solutions are likely to best fit its network environment. The company then releases an RFP to invite local bidders to participate and showcase their solutions and also conduct Proof of Concept (POC) trials.

Wahib M. Yusuf, IT security administrator for Emarat, said, "We chose ForeScout CounterACT because through the POC trial we were able to see how very easily and efficiently the product works; whereas the other vendors — Cisco and Juniper — were not able to show us that level of integration and functionality. Further, ForeScout provided ease of installation and management. Also key was the fact that CounterACT didn't require any changes to our network infrastructure, which resulted in additional cost savings. ForeScout's virtual firewall feature is not only unique but was also very useful in managing multiple devices that were connected to a single switch port while providing real-time remediation without ACL changes. This roles-based enforcement was a feature the other vendors did not provide."

### How ForeScout Helped

#### Endpoint Compliance

CounterACT checks for anti-virus and Microsoft security updates to make sure all PCs are compliant with Emarat's security policies. Non-compliant devices are automatically quarantined and the necessary remediation is taken, usually without the need for user intervention.

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**Wahib M. Yusuf,**  
IT Security Administrator,  
Emarat

### Guest Networking

CounterACT automates the process for allowing guest devices, such as laptops, to access Emarat's network. Guests are provided with Internet access only.

### Block Unauthorized Applications

There were applications that posed a potential security risk to Emarat's network, such as Team-Viewer and Dropbox; ForeScout's NAC solution allowed the applications to be easily blocked.

### Time and Cost Savings

On average, before the NAC implementation the security and operations teams typically spent eight hours daily to ensure that systems were patched, updated and monitored before filing reports. After deploying CounterACT, the time spent on these activities was reduced to around 30 minutes per day. This equates to an approximate annual financial saving of \$80,000.

### Continuous Compliance

The system not only assesses the security posture of endpoints before admitting them to the network, but also continues to monitor the device after it has been granted network access. This enables more thorough protection of Emarat's resources and reduces security expenditure.

## The ForeScout Difference

Yusuf commented, "The most important lessons regarding the implementation of NAC technology is to take the time to compare products and to do a Proof of Concept trial before making a decision. By conducting a POC, you get to see how the product actually fits within your environment and its capabilities. Unlike Cisco and Juniper, ForeScout was able to clearly show us what CounterACT could do, and the product easily met and surpassed our key objectives of achieving secure network access and automated security control. The POC was so efficient that it gave us confidence that on-going use would have a comparatively lower cost of ownership."

## Take the ForeScout Challenge

Let us know which ForeScout solution is right for you, and we'll arrange a free on-site evaluation.

## About ForeScout

ForeScout delivers pervasive network security by allowing organizations to continuously monitor and mitigate security exposures and cyber attacks. The company's CounterACT appliance dynamically identifies and assesses all network users, endpoints and applications to provide complete visibility, intelligence and policy-based mitigation of security issues. ForeScout's open ControlFabric™ technology allows a broad range of IT security products and management systems to share information and automate remediation actions. Because ForeScout's solutions are easy to deploy, unobtrusive, flexible and scalable, they have been chosen by more than 1,500 enterprises and government agencies. Headquartered in Campbell, California, ForeScout offers its solutions through its network of authorized partners worldwide. **Learn more at [www.forescout.com](http://www.forescout.com).**



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