

## Highlights

### Objective

OSN needed a solution to achieve real-time visibility and control of all devices on the corporate network. Specifically they needed to see, manage and remediate everything on the network — all devices, all operating systems, all applications and all users — be they contractors, systems integrators, guests or employees.

### Solution

ForeScout CounterACT provided OSN with visibility of device types on its network; continuous security posture-checking; endpoint compliance; and protection from zero-day threats via ForeScout's patented ActiveResponse™ technology.

### Results

- Clear, real-time visibility of endpoint devices on the network
- More responsive technical support armed with asset intelligence
- Seamless integration with its heterogeneous network infrastructure
- Gained eight to 10 days of IT support team time per month
- Annual cost savings of up to US \$36,000
- A secure corporate network and stable platform for customers

## OSN, MENA's Biggest Pay TV Operator, Selects CounterACT for Real-time Visibility and Endpoint Compliance



### Customer Overview

OSN is the largest pay TV operator in the Middle East and North Africa (MENA) offering an array of international television content including the widest choice of new premium Western, Arabic and Filipino entertainment in the region. With more than 100 channels, OSN offers viewers exclusive access to the latest blockbuster movies, top rated series, sports, documentaries, news, kid's entertainment and live talk shows.

OSN, headquartered in Dubai, has more than 900 employees across the regions, nearly 1,000 endpoint devices and eight main office locations in the MENA region.

Faced with an increase in computing device types due to the popularity of smartphones and tablets, as well as growth in the number of security threats, OSN was looking for a network security solution that would provide clear, real-time visibility of all endpoints on the network, plus ensure instant identification and remediation of rogue computing devices. Initial investigation led the IT team to spec an automated, dynamic network access control (NAC) solution with continuous security posture-checking and endpoint compliance.

### Why ForeScout?

Once the IT team determined that network access control would address their security challenges, the OSN team honed in on industry research reports and evaluated vendors named as NAC market leaders. After extensive research and testing, the IT team concluded that ForeScout CounterACT™ was the only solution able to deliver on all of OSN's NAC implementation objectives.

Ronald D'sa, IT manager for OSN, said, "ForeScout's NAC solution is straight-forward and simple to implement, providing significant operational and compliance security advantages without disrupting our users. Our systems integrator, Nanjgel Solutions, fully deployed CounterACT in a week involving only nominal internal IT resources. Overall I am extremely pleased with the ease of installation, range of management controls and its performance. Plus, CounterACT readily supported our existing, heterogeneous network environment incorporating Juniper, Cisco Foundry and Brocade infrastructure, which added additional cost savings."

D'sa continued, "CounterACT is capable of managing thousands of devices through a single management appliance, while also giving us visibility into who and what is on the network to help proactively protect our network, users and resources. Further, it is an out-of-band appliance — rather than an inline appliance making it easier to bring into production or deactivate from production as needed."

Since the initial evaluation, OSN has deployed eight CounterACT appliances across the organization with one device per major office site to ensure full NAC redundancy.



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**Ronald D’sa,**  
IT Manager,  
OSN

## 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 network users, endpoints and applications to provide 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).**

## How ForeScout Helped

### Reduced Workload — and Increased Cost Savings — for IT Support Team

CounterACT deployment saves the IT support team at least eight to 10 days per month, equating to annual cost savings of up to US \$36,000. This is largely due to the automation of the registration process for guest PCs; reduced time on systems management; and automation of endpoint remediation.

### Real-Time Visibility and Endpoint Compliance

When a non-compliant endpoint is detected by CounterACT, it is stopped from accessing OSN’s network and is redirected to a virtual firewall. At this point, CounterACT automatically emails the user and advises them on actions needed to make the endpoint compliant via an anti-virus or patch update, after which they will be granted network access.

### Added Value as a NAC Solution

With more features and functions than other NAC solutions, CounterACT provides a wealth of added value. For example, post admission monitoring leveraging ActiveResponse technology protects OSN from zero-day threats and low-and-slow attacks.

### Built-in and Tailored Security Policies

The system ships with numerous built-in device classification and enforcement rule templates covering the majority of policies — each of which can be tuned and customized to meet specific requirements.

- **Mobile device policy:** Through CounterACT, OSN automatically detects the mobile devices connecting to its wireless network, moves them to a separate network subnet and provides limited internet access via an isolated subnet that does not have access to corporate resources.
- **Guest device policy:** Guest devices, such as laptops, go through a registration and approval process, before being granted limited internet access. D’sa said, “Through NAC we enforce the latest Microsoft Windows patch updates and latest antivirus patch updates on the guests’ devices, to protect our network.”

## The ForeScout Difference

D’sa commented, “We always look to incorporate technologies at the forefront of the industry, to optimize protecting information and to provide a stable platform for customers. With ForeScout CounterACT you get more than you have asked for; it is a very cost-effective and innovative next-generation NAC solution, which has added a lot of value to our organization including an additional layer of security control. It is also a BYOD ready technology, which is important. Quite simply, I cannot imagine being without CounterACT — our IT support team has benefited extensively since its deployment, and will continue to do so for a long time to come.”



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