

# Poly Unifies Data With Axonius to Maintain Compliance and Reduce Risks



Poly drives connectivity across the globe with reliable audio and video equipment. As trailblazers in the telecommunications industry, Poly's team of designers and engineers creates equity across remote, hybrid, and in-person workspaces by providing teams with the tools they need to look and sound their best.

## EMPLOYEES

6,500+

## KEY CHALLENGES

Building a comprehensive view of system data to ensure compliance, align teams, and mitigate security threats.

## SOLUTION

Axonius Cybersecurity Asset Management Platform

## RESULTS

Poly eliminated siloed data management and established a complete view of their network assets to improve response time for asset inventory and license management initiatives. Clear visibility into Poly's vast network of data also enabled infosec teams to assess gaps in compliance coverage.

## ● Creating a Comprehensive View of Network Data

Poly struggled to unite disparate data from various sources within the organization. Each contributor had their own system to collect and store information, but no one had a sweeping view into every asset, which left teams misaligned and with silos of information.

Steve Kjaer, CISO at Poly, summed it up, "As the saying goes, you can't manage what you can't see. If you don't know what you have on the network, you're not managing it—and it's almost surely vulnerable."

As Plantronics and Polycom came together to form Poly, there was a need to identify system and ensure they were appropriately managed, as well as consolidate platforms. This major internal shift accelerated their need for a reliable asset management tool.

As Kjaer notes, "The two companies coming together further highlighted the need for better visibility and figuring out all of what we had and how it's managed."

## ● Maximizing Visibility With Asset Management

Poly conducted a proof of concept to demonstrate the value Axonius could provide.

With Axonius, Poly can easily track and manage software licenses, identify cybersecurity risks, and troubleshoot system alerts. The complete view into current network assets and key data systems helps teams track down anomalies and maintain visibility into software installations, endpoints, licensing, and more.



“Axonius has given us visibility that previously would have required us to take multiple outputs from different sources, correlate them to glean a result. **Axonius greatly reduced the time we would have spent and increased our accuracy.**”

**STEVE KJAER**  
CISO

## ● Delivering on Key Business Initiatives

With Axonius, Poly’s infosec team has access to a complete library of system data, giving everyone visibility into network activities. This information helps Poly produce accurate, reliable node counts for licensing, identify gaps and enforce compliance, and implement widespread updates and patches with ease.

The platform’s robust integration capabilities maximize use cases for Poly. As Kjaer explains, “We have it tied in with our vulnerability management system so that we can provide some vulnerability scoring for key devices. That’s added another layer of value for us.”

## ● Driving Results in Network Security

For Poly, Axonius is more than just an asset management tool. As Kjaer explains, “Axonius isn’t necessarily just an asset management tool, but a security and vulnerability assessment tool. It’s helped us to get to the answers more quickly and completely.”

The Axonius Cybersecurity Asset Management Platform allows Poly to find and resolve errors quickly with a clear understanding of what’s happening in their network, who’s taking action, and how each impacts network performance and security. Unlike typical agent-based solutions, Axonius supports multiple simultaneous inputs. These are aggregated and displayed in real-time, so the Poly team doesn’t get stuck waiting for an agent to log on and process large input backlogs.

“This tool gives us clear visibility into compliance across our systems, so we can make sure assets are properly managed, fully accounted for, and the like,” explains Kjaer.

“I would recommend Axonius because I believe in it. I think it’s provided Poly value. It’s helped us answer some basic questions that are typically difficult to answer.”



## Experience the difference.

Axonius is the cybersecurity asset management platform that lets IT and security teams see devices for what they are, in order to manage and secure them all. **Interested in seeing what Axonius can do for your organization?**

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