# How *GLG* secures its global network of experts and their digital assets in a time of explosive growth

Gerson Lehrman Group (GLG) is the world's largest *insight network*. For over 15 years, GLG has connected leaders from over half of the Fortune 100 companies to its global team of 1.2 million experts, providing financial information and advice to inform smarter business decisions.

**Industry**  Information Services

**Employees**  >2,000, plus 1.2 million freelance experts

**Products**

- Cyber Asset Management
- Software Management

**Business Challenges**

- Remediate Vulnerabilities
- Optimize Assets

**Key Challenges**

- Encouraging collaboration among diverse IT teams
- Establishing a modern, modular CMDB
- Connecting clients and freelance experts securely, on a wide variety of devices

## Securing client-expert connections with unparalleled visibility

GLG's clients include some of the world's leading banks, private equity firms, tech companies, law firms, pharmaceutical companies, and management and strategy consultancies. Securely connecting these clients' decisionmakers with GLG's deep bench of 1.2 million expert Network Partners all over the world enables smarter business decisions across industries. Early in its history, GLG had distributed much of its expertise through whitepapers, but discovered that its clients preferred live interactions with the experts themselves. To meet this client need, GLG had to secure connections between individual clients and an enormously complex and ever-changing roster of participants, creating an unusually broad attack surface for cybercriminals. Security leaders at GLG understood that they needed to be able to protect all stakeholders' systems/data/infrastructure against threats, requiring upgrades whose success hinged on finding the right cybersecurity asset management solution.
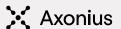
Before Axonius, GLG's small security team of four full-timers struggled to identify, manage, and reduce risk across the organization, especially when adding new tools. Over the span of five months, Axonius helped GLG triple the size of its core engineering team and launch a CrowdStrike rollout to the entire team. "Axonius has been crucial, specifically in creating an entire CrowdStrike dashboard to track all the migrations from our previous tools," says GLG Security Operations Engineer Brian Wendland. Pain points solved included GLG's legacy spreadsheet-based asset tracking. "A lot of things were managed through spreadsheets...a lot," Wendland remembers. "Axonius allows us to see all of our assets and identify location, IP, even ownership." Today, Wendland and his team use the Axonius-powered CrowdStrike dashboard daily and don't hesitate to share it with GLG's CEO Gemma Postlethwaite.

# 20%

**Increase in identification of unapproved software**

"Some of our developers needed to understand all of the different chipsets in the Macs they had. The Axonius AWS workspace connector pulled all that information in a couple of minutes. Before Axonius, that wasn't possible. It would have taken a day or two."

Brian Wendland, Security Operations Engineer, GLG

**⬡ Axonius**

## Leveraging an expanding toolset to boost performance companywide

Axonius's Cyber Asset Management (CAM) platform saves time for the core engineering team, but also delivers benefits across the entire workforce. "GLG core engineering knew that this would be a sea change for our team, but the benefits flow to other teams including the Help Desk, DRE, SRE, and even compliance." Wendland says he's thrilled but not surprised at the improvement, as the company's CISO Sajawal Haider and other colleagues had used Axonius in the past. "Axonius CAM came up immediately when we were looking for a solution."

# 10%

Decrease in time spent collecting and assessing asset information

By painting a clear, comprehensive understanding of their cyberassets, Axonius was able to help GLG accelerate their mission to help clients work smarter. GLG currently utilizes twelve Axonius adapter connections, eight of which are critical and used by the team every day, including adapters to AWS, SentinelOne, Rapid7, Jam Cyber, and Microsoft Entra. "Axonius' tools are growing and expanding: It's nice to know that we are getting performance enhancements and different features almost weekly," says Wendland, who estimates he uses Axonius more than anyone else in the organization. "My feature requests, queries, email—we get responses immediately. Axonius is definitely one of the best vendors I've worked with."

Wendland says that GLG plans to expand its partnership with Axonius. Talks are underway to add the Enforcement Center product, to add more connectors, and to add device compliance and server compliance capabilities. "As a whole, Axonius has been very important to GLG—it is one of the most-used tools for us right now," says Wendland. "Axonius lets us save time that we can invest in other things."

# Interested in seeing what *Axonius* can do for your organization?

Let's talk

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