Axonius

AXONIUS COMPANY PROFILE

About Axonius

Who We Are

Axonius, Inc. (Axonius) was founded in 2017 with a single vision: to help organizations preemptively tackle hard-to-spot exposures, misconfigurations, and operational challenges across their entire technology footprint—all in one place, backed by a unified cyber asset data model. Today, the Axonius Asset Cloud stands as a mission-critical solution, directly addressing the most pressing IT and security challenges that organizations confront in today's intricate and rapidly evolving operational environment. By providing comprehensive visibility and control over all assets, the Axonius Platform empowers businesses to overcome the complexities of modern digital landscapes and effectively identify, manage, and secure every device, user, and application, ultimately strengthening overall security posture and operational efficiency. This commitment has fueled our ongoing success, growth, and leadership as the platform for all assets and applications across the enterprise.

Dedicated to helping customers resolve the most fundamental, prevalent, and widespread IT and security issues of our time, Axonius' ultimate mission is to transform asset intelligence into intelligent action with proactive insight and preemptive, data-driven measures to swiftly mitigate any vulnerabilities and risk. By inherently recognizing that without a precise understanding of an environment's components, all other efforts are compromised, the Axonius Asset Cloud confronts the persistent problem of managing the escalating complexity across devices, users, software, SaaS applications, cloud services, and the diverse tools used for their management and security. Simply stated, Axonius gives customers the ability and the confidence to Control Complexity™ by providing a comprehensive understanding of all of their assets at all times, and the power to take action.

Headquartered in New York, NY, Axonius boasts a talented team of over 750 employees. In 2023, the company generated over $100 million in annual recurring revenue. Following a Series E extension funding round in March 2024, Axonius secured an additional $200 million, bringing its total funding to $595 million. Through its success, the company continues to expand its customer base, which includes over a dozen Fortune 500 and global organizations such as Schneider Electric, News Corp, and Anheuser-Busch InBev. Additionally, Axonius supports four of the five major U.S. Department of Defense service agencies.

The Axonius Asset Cloud streamlines the end-to-end lifecycle of all assets through our market-leading Adapter Network, integrating with thousands of data sources to provide a comprehensive asset inventory, uncover gaps, and automatically validate and enforce policies. We build a complete, accurate, and continually updated model of the entire attack surface, directing focus to the most critical actions with the right context to make informed, data-driven decisions tailored to your capacity.

Cited as one of the fastest-growing cybersecurity companies, with accolades from Deloitte, CNBC, Forbes, and Fortune, Axonius covers millions of assets—including devices, cloud assets, user accounts, and SaaS applications—for more than 800 customers worldwide. With a single platform covering cyber assets, software assets, SaaS applications, identities, infrastructure, and more, Axonius equips Security, IT, and GRC teams with total visibility and sharp actionability to continuously optimize mission-critical risk, performance, and cost measures.

Mission and Values

At Axonius, our mission is GROWTH—of ourselves, our company, and our entire industry. Our people are our backbone, and our Company Values reflect who we are and how we operate in everything we do. Our values are foundational—they are the Axonius OS.

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Diversity and Inclusion

Diversity makes us stronger; it brings forth different perspectives and new ideas and fuels innovation. At Axonius, we respect the individual and value each person for who they are and the unique contributions they bring to our teams. We foster a culture of inclusion where everyone feels comfortable being their true selves and can do their best work. Our employee-led diversity communities are actively involved in our efforts to grow a diverse workforce, raise awareness of social issues, and celebrate the diverse cultures and backgrounds that make Axonius a great place to work.

Security and Privacy

Data privacy and security are essential to how we work. Customers put their trust in Axonius and our ability to maintain the confidentiality, integrity, and availability of their data. This is critical to our success, and we take this responsibility very seriously. Please see *Privacy* and *Security* for an overview of our practices.

Customers

We are committed to providing the visibility and simplicity necessary for you to have confidence in your overall security program. As we strive to become the global system of record for all digital infrastructures, Axonius has more than 800 successful customers across North America, EMEA, and APAC, including Fortune 500 and Global 200 companies, that can attest to and validate our solutions' breadth, power, and proven benefits. For documented customer case studies, please see *Axonius Customer Stories*.

Qualifications

Axonius was the first to develop and deliver a comprehensive Cybersecurity Asset Management platform that does not rely on agents, scanning, or network infrastructure. The Axonius Platform is uniquely positioned in the market as the only solution that can discover all digital infrastructure spanning across all device types (unmanaged and managed), no matter how they are characterized (physical, virtual, container) or where they reside (cloud, LAN, data center, mobile, remote). Today, Axonius is the only company to offer a combined solution for Cyber Asset Attack Surface Management, SaaS Security Posture Management, and SaaS Management Platforms, as well as over 1,300 platform integrations—the most of any company in the space. This means that Axonius can surface more information about security gaps, risk, misconfigurations, cost inefficiencies, and more than any other solution.

Recognitions

Axonius was honored to receive the prestigious *RSA Innovation Sandbox Award* in 2019. In addition, Axonius has received numerous accolades and awards, including ranking #3 on the *2022 Deloitte Technology Fast 500* and being named to the *Forbes Cloud 100* and *CNBC's Upstart 100*, as well as winning the *2019 SC Magazine Award* for *Rookie Security Company of the Year*, among others.

Axonius has also been recognized in multiple analyst evaluations over time, including *The Forrester Wave™: Attack Surface Management Solutions* for Q4 2023 and Q3 2024, where it was recognized as a "Strong Performer" in both. Axonius actively engages with the industry analyst community and is committed to supporting continued recognition in analyst evaluations.

In August 2024, Axonius was again named to the *Forbes 2024 Cloud 100*, the definitive ranking of the Top 100 private cloud companies in the world, published by Forbes in partnership with Bessemer Venture Partners and Salesforce Ventures. Additionally, in March 2025, Axonius was named to *Fast Company's Annual List of the World's Most Innovative Companies of 2025*, and in June 2025, Axonius was included in the *Rising in Cyber 2025*, an independent list launched by Notable Capital highlighting the 30 most promising cybersecurity startups shaping the future of security. Most recently, in October 2025, Axonius was *Certified™ by Great Place to Work®* for 2025, marking the third time the company has received this honor, truly highlighting the company's commitment to a high-performance, human-centric culture. This prestigious award is a direct result of employee feedback, with 95% of employees at Axonius saying it is a "Great Place to Work" – 38 points higher than the 57% average for a typical U.S. company.

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Growth for the Future

In July 2025, Axonius continued its growth by acquiring Cynerio, a leader in medical device security. This strategic acquisition addresses the vital need to secure connected medical devices and safeguard hospitals against cyberattacks, mitigating the increasing risks these devices pose to patient safety and hospital operations. Through the integration of Cynerio's extensive clinical expertise with Axonius' core asset intelligence platform, healthcare organizations will gain comprehensive visibility and a unified source of truth for managing and securing their entire clinical environment.

Since its founding in 2017, Axonius has rapidly grown and achieved numerous key milestones over the past eight years. Throughout this time, one constant has remained: our unwavering commitment to helping customers overcome their most complex security and IT challenges. This dedication is at the heart of Axonius' business. Earning these important recognitions, as well as our customers' trust and loyalty, serves as an honor and a testament to this commitment.

Our Commitment to Customer Success

At Axonius, customer success is our top priority. It is a commitment, not a milestone, and begins with the right planning, implementation, and support to ensure our customers maximize the value they get from their Axonius solution. We invest heavily in the development and training of top talent to provide a broad range of services to our customers.

Our global teams have deep industry expertise, along with extensive project management experience, unmatched technical aptitude, and unparalleled knowledge of the Axonius applications and solution design to work in concert with our customers to deliver successful implementations—on time and within budget.

Through our commitment, IT and security teams at over 800 organizations across the globe are utilizing the Axonius Asset Cloud to manage an ever-expanding sprawl of devices, users, software, SaaS applications, cloud services, and more. We provide a system of record for all digital infrastructure, enabling our customers to quickly mitigate threats, navigate risk, automate actions, and inform business-level strategy. This level of trust and commitment is why our customers have given us the highest Net Promoter Score of any cybersecurity or IT vendor in history.

The Axonius ethos is an obsession with helping our customers solve the most foundational, prevalent, and widespread IT and security challenges of today. This unwavering dedication has propelled our continuous success, growth, and position as the operating system for all assets and applications across the enterprise.

The actionability era of cybersecurity is here—time to bring truth to action with Axonius.

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EXECUTIVE SUMMARY

Axonius, Inc. (Axonius) is the global leader in transforming cybersecurity asset intelligence into actionability to *bring truth to action in cybersecurity*. With the *Axonius Asset Cloud*, customers are empowered to turn asset intelligence into intelligent action to preemptively tackle high-risk and hard-to-spot threat exposures, misconfigurations, and overspending. The deeply integrated Axonius Platform brings together data from every system in an organization's IT infrastructure to optimize mission-critical risk, performance, and cost measures via actionable intelligence. Covering cyber assets, software, SaaS applications, identities, vulnerabilities, infrastructure, and more, Axonius is the single source of truth for Security, IT, and GRC teams to continuously drive actionability across the organization.

As the foundation for cyber resilience, the Axonius Asset Cloud brings clarity to chaos by unifying scattered asset data into a complete, accurate, and up-to-date view across every cybersecurity program to pinpoint risks, close coverage gaps, and act with confidence. Key differentiators include:

- ***One Platform, Purpose-Built Actionability*** – Founded in 2017 with one vision to preemptively tackle hard-to-spot exposures, misconfigurations, and operational challenges across the entire technology footprint, Axonius is the only company to provide one unified, integrated, comprehensive solution to transform asset intelligence into intelligent action. As the single source of truth across the full lifecycle of every technology asset, the Axonius Asset Cloud empowers teams to enable total visibility and sharp actionability, delivering powerful asset intelligence for every challenge. With Axonius, organizations are armed with one centralized platform covering all asset types for all users, continuously mitigating exposures, heightening security posture, meeting compliance guidelines, and uncovering cost savings.
- ***Every Asset, Every Relationship, Ready for Action*** – The Axonius Asset Cloud streamlines the end-to-end lifecycle of all assets through our market-leading *Adapter Network*. We build a complete, accurate, and always up-to-date model of your entire attack surface, directing focus to the most critical actions with the right context to make smart data-driven decisions right-sized to your capacity. No other solution comes close to matching our breadth and depth of bidirectional integrations, giving us a lasting data advantage that unlocks actionability that would otherwise be impossible.
- ***Driven By Innovation and Growth*** – At Axonius, our mission is *GROWTH*—of ourselves, our company, our entire industry—and our people are our backbone. Cited as one of the fastest-growing cybersecurity startups, with accolades from CNBC, Forbes, and Fortune, Axonius covers the lifecycle of millions of assets for leading customers across industries and around the world. Backed by experienced and visionary leaders driving our mission to bring truth to action in cybersecurity, our team combines expertise and innovation to deliver solutions that secure businesses worldwide. Our Company Values are foundational and reflect who we are and how we operate in everything we do. We strive to live by these values every day, which is reflected in our growing and satisfied customer base. We will work tirelessly to ensure your success.

The Axonius Asset Cloud

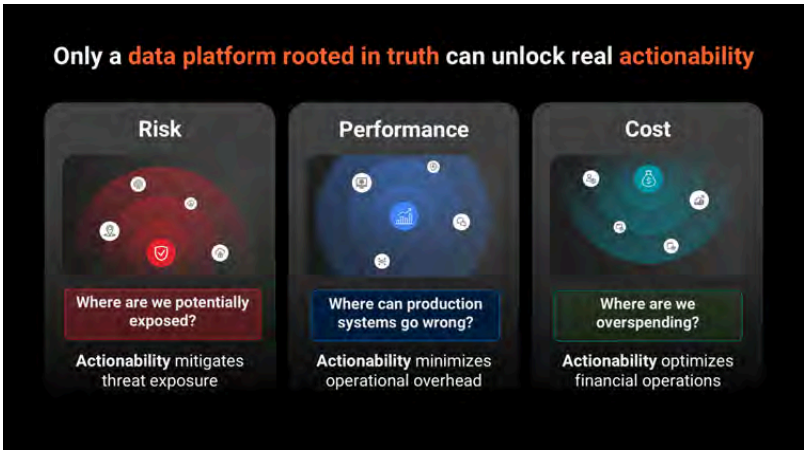
The following solutions, built on the Axonius Platform, are all part of the Axonius Asset Cloud:

- ***Axonius Cyber Assets*** – Provides organizations with a comprehensive asset inventory for total asset awareness and a complete understanding of security coverage gaps and vulnerabilities to automatically validate security policies and remediate risk. By seamlessly integrating with more than 1,300 security and IT management technologies, Axonius helps improve IT and security operations, including attack surface management, contextualized incident response capabilities, vulnerability and patch management, configuration management, cost optimization, and more. So much more than a static asset inventory, the Axonius Platform provides dynamic asset intelligence to become your trusted system of record for all digital infrastructure to ensure every technology asset across every system is continuously known, compliant, and protected without conflicts or blind spots.
- ***Axonius Software Assets*** – Delivers comprehensive, actionable visibility into software usage across the organization—empowering Security, IT, and GRC teams to uncover unsanctioned software, manage EOL/EOS, remediate vulnerabilities, and take control of costs. Axonius eliminates manual, outdated assessments by automatically inventorying software across all devices, managed or unmanaged.

With a unified view and deep context—such as user ownership, vulnerabilities, and risk levels—IT, finance, security, and risk teams can confidently identify unwanted and unsanctioned software, inform on software spend and cost optimization, reduce risk, and streamline IT operations by managing software end-to-end.

- ***Axonius SaaS Applications*** – Identifies and addresses potential SaaS app compromise, eliminates blind spots, and ensures total coverage across your entire SaaS landscape to build a complete inventory, mitigate critical risk areas, and optimize usage and spend all in one place. By creating complete SaaS visibility, Axonius strengthens your overall SaaS security posture and allows you to take control of your SaaS stack by identifying risky apps and access patterns while uncovering shadow apps, unmanaged extensions, OAuth tokens, and users operating outside approved authentication protocols. The unique solution helps control the complexity, cost, and risk associated with SaaS applications with the breadth, depth, and power to drive real action with key insights for better IT management and cost optimization.
- ***Axonius Exposures*** – Provides proactive cybersecurity measures by unifying exposure findings, correlating and ranking risks, and executing prioritized large-scale mitigation efforts. Axonius helps you make sense of which risks, such as vulnerable software, non-compliant devices, app misconfigurations, weak access controls, public data access, and more, deserve attention with continuous asset discovery, intelligent assessments, and streamlined remediation workflows. With unified exposure management, organizations are empowered to turn fragmented findings into actionable insights and aggregate vulnerabilities, exposures, and misconfigurations across all IT and security tools into a single, unified view. Axonius eliminates silos to deliver a comprehensive risk picture, making it easy to uncover hidden gaps and take meaningful action.
- ***Axonius Identities*** – Unifies all identity artifacts in one place to transform fragmented data into insights, bringing core discovery, lifecycle, governance, and posture management efforts together in one place and one single platform to strengthen your IAM program resilience without compromising breadth and depth. Axonius equips teams with the tools to optimize identity operations, unifying data from every downstream system and application with high granularity to eliminate silos, reduce sprawl, and take swift, informed action across the entire identity lifecycle. Through end-to-end consolidated identity actions and identity-centric intelligence for smarter data-driven decision-making, Axonius brings identity harmony to IT and Security teams.

Why Axonius?



From its inception eight years ago, Axonius' vision has been to become the ultimate system of record for all digital infrastructure. Today, Axonius is the only technology solution to bring truth to action and provide complete, proactive cybersecurity resiliency—from unrivaled asset inventory to detailed asset investigations, vulnerability identification and prioritization, asset vulnerability management, and risk remediation—for end-to-end discovery, assessment, and mitigation. Our comprehensive Axonius Asset Cloud provides customers with a fully unified platform to correlate and centralize data for IT, Security, GRC, and business stakeholders so they are able to better understand and manage their digital infrastructure and achieve greater visibility, streamlined operational workflows, improved granularity, and enhanced asset management and categorization. Simply stated, Axonius transforms *asset intelligence* into *intelligent action*.

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The Axonius Difference

Axonius provides comprehensive visibility and actionability across cyber assets, SaaS applications, software, identities, vulnerabilities, and infrastructure—all in a single unified view. By integrating data from more than a thousand sources, the platform helps organizations reduce complexity and take action through automated response and remediation. The deeply integrated platform brings together data from every system in an organization's IT infrastructure to optimize mission-critical risk, performance, and cost measures via actionable intelligence.

With Axonius, you can:

- Get a credible, comprehensive inventory of all assets, their relationships, and dependencies.
- Discover security coverage gaps, risk, vulnerabilities, and optimization opportunities.
- Automatically validate and enforce policies, and simplify workflows across departments.

Key Features and Value Drivers

- ***Continuous Asset Discovery*** – Your data model is as dynamic as your environment. See all asset types, their state, and relationships.
- ***In-Depth Asset Profiles*** – Our advanced data pipeline gives you clean results across many attributes and associations.
- ***Intuitive Data Visualization*** – See the whole picture or drill down into the details with custom tables, charts, and graphs.
- ***Natural Language Interface*** – Query your entire technology footprint with a simple yet structured search experience.
- ***Smart Prioritization Engine*** – Our data advantage gives you a clear mechanism for scores that actually work in practice.
- ***Accelerated by AI*** – Get recommendations, real-time intel, and helpful technical translations using the power of AI.
- ***Streamlined Workflows*** - Mitigate your way with one-shots or logical step sequences with ticket tracking and measured progress.
- ***Full Lifecycle Management*** - Our bi-directional integrations go beyond data fetching, enabling you to automate end-to-end actions.
- ***Verified Policy Checks*** - Avoid configuration drift with constant compliance and state checkpoints on every sync.
- ***Robust Adapter Network*** - With over 1,300 Adapters and counting, you can be confident that Axonius supports all your systems and applications.

With the Axonius Asset Cloud, customers are empowered to:

- *Discover* all assets, regardless of operational state or network environment, and their associated security state, including known vulnerabilities, misconfigurations, missing controls, or policy misalignment.
- *Manage* and learn the full security solution coverage, access controls, and permissions, as well as configuration details and usage.
- *Secure* and take control by addressing security, compliance, and usage issues.
- *Optimize* and prioritize what matters and automate the management of the entire asset estate with continuous monitoring.

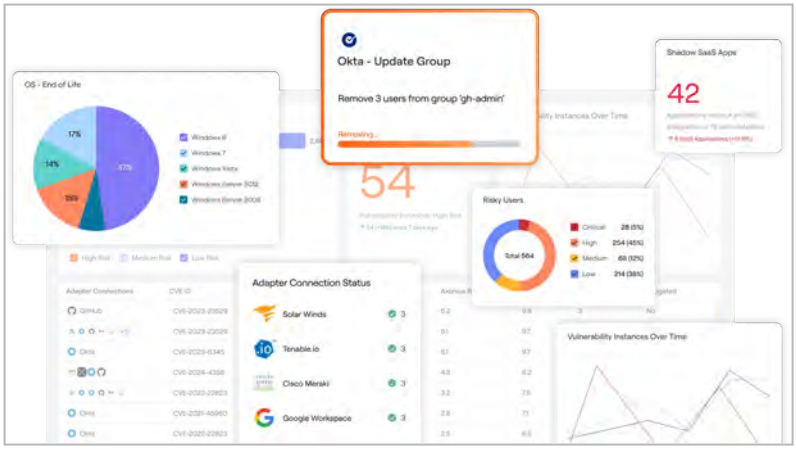
As the system of record for all assets and infrastructure, Axonius provides a complete cyber asset inventory and a true understanding of its environment at all times.

One platform. Purpose-built actionability. Axonius delivers asset intelligence for every challenge.

SOLUTION OVERVIEW

The Axonius Asset Cloud

The fully unified *Axonius Asset Cloud* is purpose-built for all assets in your environment and leverages AI-powered insights, an expansive, robust integration network, and streamlined automation capabilities to provide Security and IT teams with a comprehensive asset data model that enables proactive security measures at scale.



Axonius provides a single source of truth through total visibility and actionability across all cyber assets, SaaS applications, software, identities, vulnerabilities, and infrastructure in one comprehensive view. By integrating data from more than a thousand sources, the unique platform helps organizations reduce complexity and take action through automated response and remediation. The deeply integrated Axonius Platform brings together data from every system in your IT infrastructure to optimize mission-critical risk, performance, and cost measures via *actionable intelligence*.

Axonius Platform

The Axonius Platform empowers Security, IT, and GRC teams with asset visibility for proactive risk management and operational efficiency. Using the Axonius Platform as your trusted system of record for all digital infrastructure, you can access all the solutions in the Axonius Asset Cloud:

- ***Cyber Assets*** - Ensure every technology asset across every system is continuously known, compliant, and protected without conflicts or blind spots.
  - Track agent coverage
  - Map asset compliance
  - Reconcile the CMDB inventory
- ***Software Assets*** - Provide comprehensive, actionable visibility across the entire organization to empower Security, IT, and GRC teams to uncover unsanctioned software, manage EOL/EOS, remediate vulnerabilities, and take control of costs.
  - Manage a unified software catalog
  - Automate removal campaigns and software updates
- ***SaaS Applications*** - Gain total coverage across your entire SaaS landscape to build a complete inventory, mitigate critical risk areas, and optimize usage and spend in one place.
  - Reconcile unsanctioned apps
  - Mitigate misconfigured settings
  - Optimize SaaS spend
- ***Exposures*** - Unify exposure findings, correlate and rank risks, and execute prioritized large-scale mitigation efforts.
  - Turn fragmented findings into actionable insights
  - Visualize the connections between vulnerable software, devices, identities, and infrastructure
  - Generate dynamic universal risk scores for assets and findings
- ***Identities*** - Unify all identity artifacts in one place to transform fragmented data into actionable insights, centralizing discovery, governance, posture, and incident response efforts for your IAM programs.
  - Automate JML lifecycle actions
  - Run access certification campaigns
  - Optimize role mining and permissions

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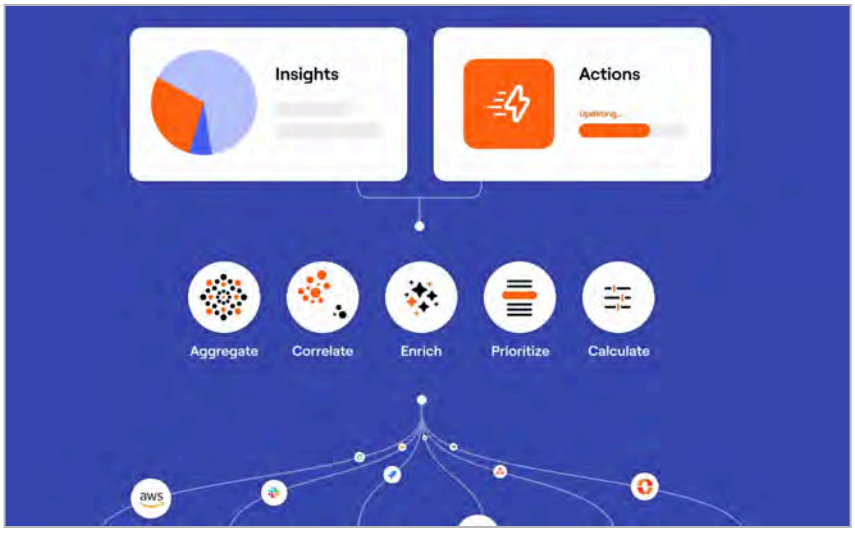
Why Axonius Asset Cloud?

The Actionability Platform

As the industry's foundation for actionability, the Axonius Asset Cloud propels organizations to:

- Gain total attack surface awareness in a single view
- Elevate and prioritize important security and hygiene insights
- Become laser-sharp with running critical fixes at scale
- Ensure direct, continuous policy enforcement across systems



Transform Asset Intelligence into Intelligent Action

- *Maximize visibility* and accelerate preemptive incident response with a comprehensive inventory on a single, centralized platform covering all asset types for all users, and understand their relationships, context, and dependencies.
- *Mitigate risk* and discover security gaps; preemptively remediate asset coverage gaps and vulnerabilities.
- *Improve performance* and optimization opportunities; automatically validate and enforce policies, and simplify workflows across departments

Confidently Ensure a Comprehensive Inventory of All Assets and Their Relationships and Dependencies

Identify all assets in your environment and easily visualize their relationships and dependencies to improve data and user hygiene. Leverage Axonius to control endpoint, cloud, and configuration management, and securely manage assets with an intuitive UI, dashboards, data scopes, and advanced RBAC capabilities.

Proactively Discover Coverage Gaps, Assess Vulnerabilities, and Prioritize Risk

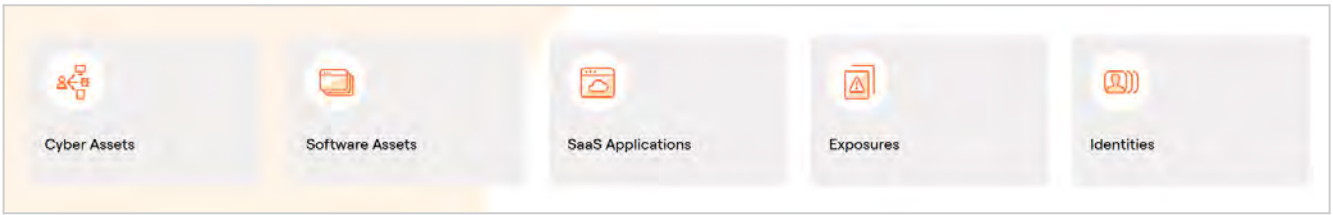
Know when vulnerabilities exist and assets are missing critical security controls, have unsanctioned or vulnerable software, or when misconfigurations create security gaps. With Axonius, Security and IT teams can better evaluate and prioritize attack surface risk using contextual data and custom risk-scoring.

Automatically Validate and Enforce Policies and Simplify Workflows Across Departments

Automatically validate policies and decide which custom actions to trigger anytime an asset does not adhere to policies or expectations. Users can review automated findings, initiate remediation workflows, and track the status of tickets through resolution.

Axonius Asset Cloud

Empowering Security, IT, and GRC teams with comprehensive asset visibility for proactive risk management



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Axonius Cyber Assets

Cyber Assets is your trusted system of record for all digital infrastructure. It ensures that every technology asset across every system is continuously known, accessible, compliant, and protected, all from one place without conflicts or blind spots.

Axonius Cyber Assets provides organizations with:

- Total asset *awareness*
- Dynamic asset *intelligence*
- Intuitive asset *visualization*
- Automated asset *actionability*
- Complete asset *enrichment*

By seamlessly integrating with more than 1,300 security and IT management technologies, Axonius Cyber Assets does the hard work for you to continuously normalize, deduplicate, and enrich your aggregated asset data so you always have a complete and accurate picture of your entire technology footprint, armed with:

- ***Visibility*** – Gain a comprehensive asset inventory through an ecosystem of API-based integrations.
- ***Control*** – Uncover gaps in security policies, configurations, and hygiene to manage risk.
- ***Enforcement*** – Apply security policies to reduce weaknesses and harden assets against attack.

Key Differentiators and Value Drivers

Reduce Time to Inventory with Powerful Actionable Intelligence

Automatically aggregate, normalize, and correlate data from your entire technology estate with a single system of record for all assets and asset-related risk.

Discover Security Gaps and Find Critical Vulnerabilities

Easily understand when assets are missing security controls, when they are using unsanctioned software, and where other vulnerabilities exist to make faster and more accurate decisions.

Validate Security and Compliance Policies and Automate Responses

Quickly take action when assets deviate from policies or desired states. Preemptively send alerts, deploy commands, update the CMDB, and increase the scope of vulnerability scanning, all from one place.

Reduce Risk and Make Actionable Sense of Asset Data

Gain a clear understanding of all digital assets and their security posture and proactively set the strategy for managing vulnerabilities and asset-related risks across your organization. Simplify reporting by providing a unified view of the asset environment, all related risks, and remediation progress.

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Cyber Assets for IT Professionals

Asset Discovery and Inventory

- See all devices, users, and software (with versions)
- Understand dependency mapping

Asset Hygiene

- Evaluate agent health
- Manage endpoints
- Find ephemeral/unmanaged devices

Configuration Management

- Reconcile CMDB
- Monitor configurations

Software Management

- Perform patch management
- Optimize costs

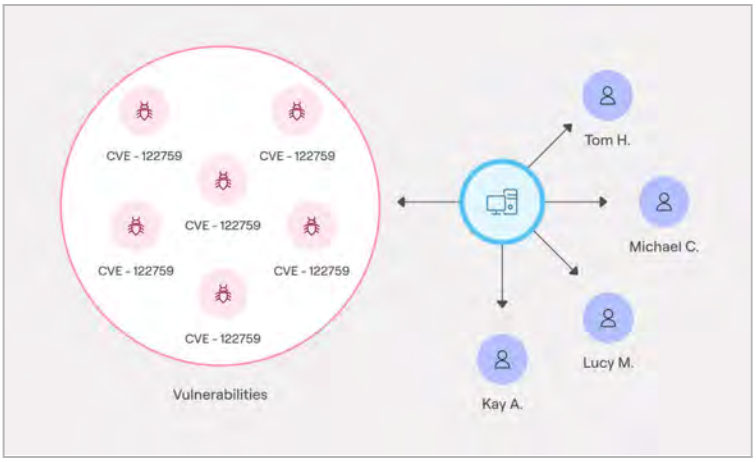
IT Operations

- Inform on/offboarding
- Track asset utilization
- Evaluate tech stack ROI
- User account tracking and management
- User to device(s) association

Cyber Assets for Security Professionals

Cyber Asset Attack Surface Management

- Get a complete and actionable inventory
- Understand asset relationships and dependencies
- Evaluate security health (missing or non-performing agents)
- Identify rogue devices, users, or unwanted software



Incident Response and Investigation

- Set and receive security alerts
- Determine asset ownership
- Control query management

Compliance

- Assess cloud asset compliance
- Evaluate compliance with Federal regulations, SEC controls, or industry guidelines
- Perform audit preparation/readiness

Vulnerability Management

- Identify and prioritize vulnerabilities
- Proactively monitor for potential vulnerabilities
- Initiate remediation workflows

Security Control Validation and Policy Enforcement

- Trigger enforcements
- Automate action
- Track asset lifecycle and ticket resolution

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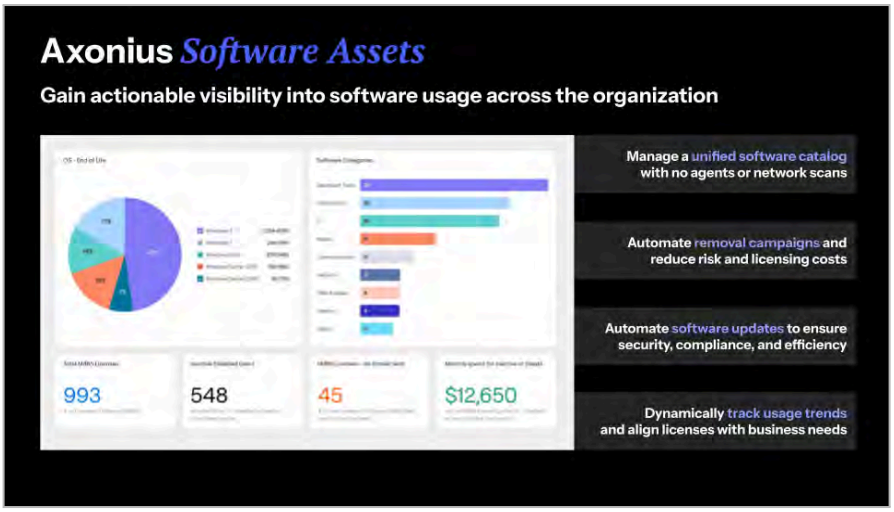
Axonius Software Assets



Software Assets offers a single, consolidated view of all installed software in the organization, from all sources and across all devices. Delivering optimal management of your organization's software, Axonius helps security, IT, and risk teams identify all software across fleets of devices to gain better clarity and take action.

With comprehensive, actionable visibility into all software across the organization, Software Assets provides intelligent transparency to effectively *bring truth to action*, empowering Security, IT, and GRC teams to uncover unsanctioned software, remediate vulnerabilities, and control costs.

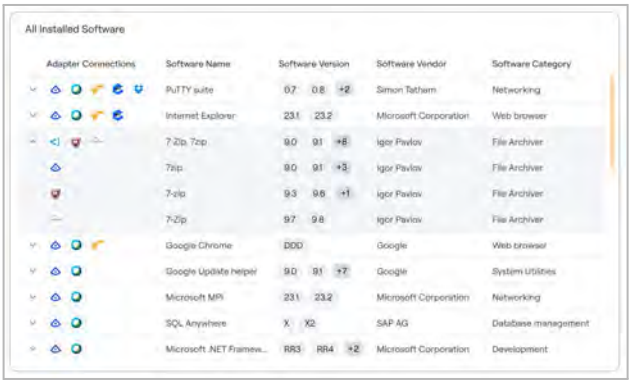
Software Assets eliminates manual, outdated assessments by automatically inventorying software across all devices, managed or unmanaged. With a unified view and deep context including user ownership, vulnerabilities, and risk levels, teams can confidently optimize security, reduce risk, and streamline IT operations. Axonius Software Assets propels organizations to:

- ***Unify the Software Catalog*** - Correlate software data from all your tools into a single, reliable inventory and aggregate data from sources like EDR, endpoint management, and vulnerability assessment tools to deliver a complete inventory of unique applications; no agents or network scans required.
- ***Manage Software Lifecycles*** - Track lifecycles with custom tagging, correlated data, and insights into usage, ownership, and criticality to ensure applications stay secure, compliant, and optimized.
- ***Investigate Usage and Hygiene*** - Pinpoint where software is installed, who has access, and its criticality to your environment, and provide deep insights to manage risk, ensure hygiene, and optimize costs.
- ***Secure Software Deployments***—Integrate with your IT stack to send notifications, create helpdesk tickets, manage incidents whenever software violates policy, and automate remediation actions to ensure audit goals are met and continuous compliance.

Key Differentiators and Value Drivers

No Blind Spots, No Agents

Unlike other tools that require agents or scans, Axonius aggregates data directly from your existing systems to deliver a complete and accurate software inventory.



Software Insights in Full Context

Axonius does not just inventory software—we integrate device, user, and vulnerability data to provide a richer, more actionable understanding of your software.

Full Lifecycle Automation

While others stop at discovery, Axonius tracks the full software lifecycle, enabling you to manage applications from deployment to decommissioning.

Turn Visibility into Action

Axonius combines visibility with powerful workflows, enabling immediate action to remediate risks, reduce costs, and align software with compliance policies—all from a single platform.

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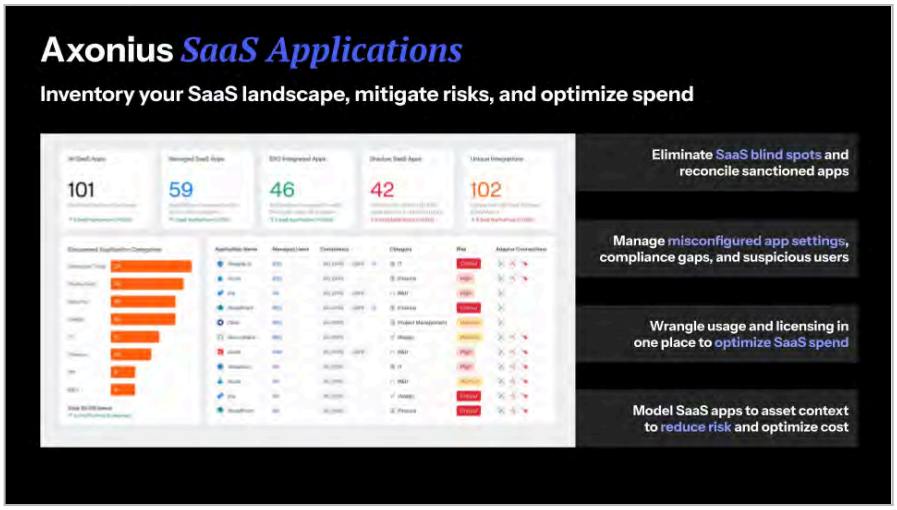
Axonius SaaS Applications

SaaS Applications provides unmatched visibility with the power to drive real action, so you can take control of your SaaS stack with total coverage across your entire SaaS landscape. With the depth and breadth of Axonius, organizations can build a complete inventory, mitigate critical risk areas, and optimize usage and spend all in one place.



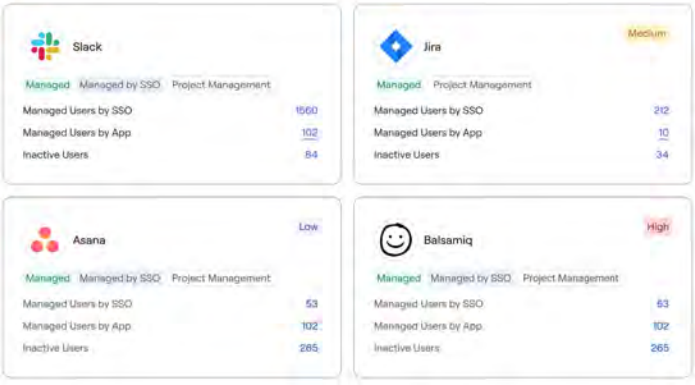
Axonius SaaS Applications ensures that every SaaS application, known or unknown, is proactively discovered and fully optimized for risk, performance, and cost measures with:

- ***Total SaaS Visibility*** – Eliminate SaaS blind spots and take control of your SaaS stack by identifying risky apps and access patterns. Axonius uncovers shadow apps, unmanaged extensions, OAuth tokens, and users operating outside approved authentication protocols.
- ***SaaS Security Posture Insights*** – Find and fix risky misconfigurations and identify and address potential SaaS app compromise. Axonius uncovers misconfigured app settings, compliance gaps, and suspicious user behaviors to strengthen your overall SaaS security posture.
- ***Optimize SaaS Spend Insights*** – Gain control over SaaS usage and licensing to reduce costs. Axonius provides insights into license utilization, redundant apps, and shadow users, helping you eliminate waste and maximize value.
- ***SaaS to Asset Knowledge*** - Unlock the full breadth of your SaaS landscape by modeling SaaS apps to the devices, identities, and infrastructure they interact with. Axonius maps all associations across assets, revealing hidden connections to uncover risks and optimize management.

Key Differentiators and Value Drivers

Multi-Layered Visibility

Leveraging a variety of methods to discover and enrich all known and unknown applications, Axonius ensures your SaaS inventory is always complete, accurate, and up-to-date.



No Compromise on Breadth and Depth

Axonius supports thousands of SaaS applications while delivering deep insights into each, ensuring complete visibility and understanding across your entire SaaS environment.

Smart Actionable Insights

The unique in-depth data model allows us to pinpoint insights that would otherwise be hard to spot, driving action in important areas, not just showing another dashboard with no direction.

Unified SaaS and Identity Management

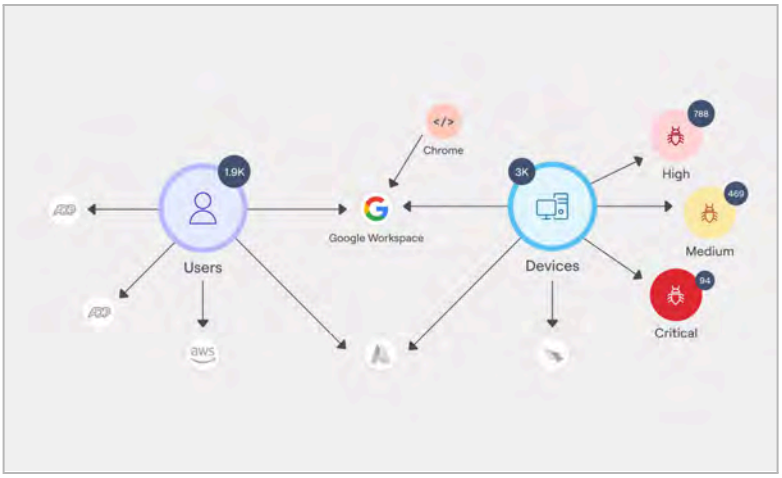
Axonius covers the entire SaaS landscape and identity fabric in a single platform with a comprehensive asset data model, unifying typically disjointed tools for more effective operations and security.

Axonius

SaaS Applications for IT Professionals

SaaS Apps Visibility

- See sanctioned, unsanctioned, shadow, and unmanaged apps
- Identify redundant apps



SaaS Apps Utilization

- Understand app usage
- Get exact user counts
- Determine asset ownership
- Map relationships and dependencies
- Inform employees onboarding
- Discover offboarding gaps

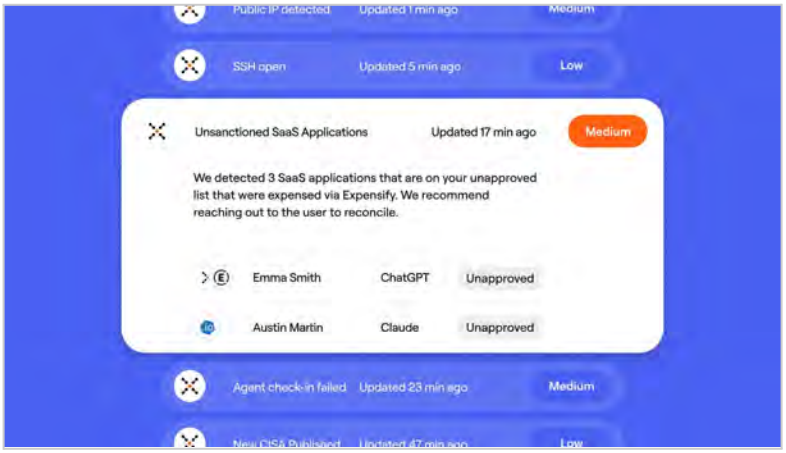
Cost Optimization

- Right-size licensing
- Streamline renewals
- Optimize SaaS spend

SaaS Applications for Security Professionals

SaaS Apps Discovery and Inventory

- See all SaaS applications
- Identify all licenses



SaaS Users

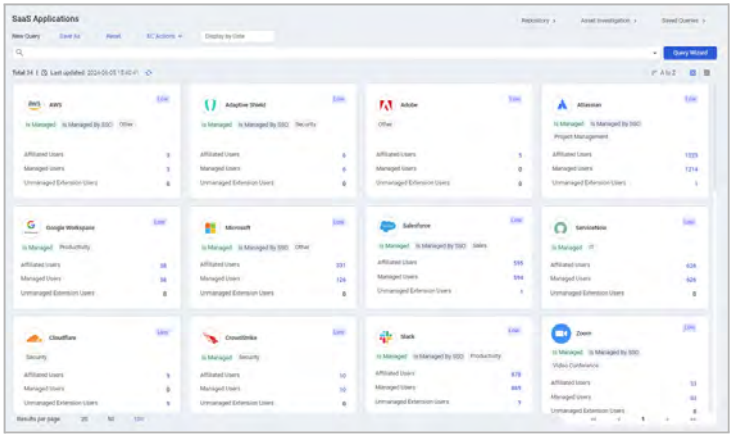
- Identify non-SSO users
- Find non-authenticated users

SaaS Security Posture Management

- Find misconfigurations
- Configuration monitoring
- Uncover vulnerabilities
- Evaluate security risk
- Mitigate identity and access risk

Security Control Validation and Policy Enforcement

- Security gap identification and prioritization
- Review access and discover excessive permissions
- Trigger enforcements
- Take automated action
- Initiation of remediation workflows
- Track asset lifecycle and ticket resolution



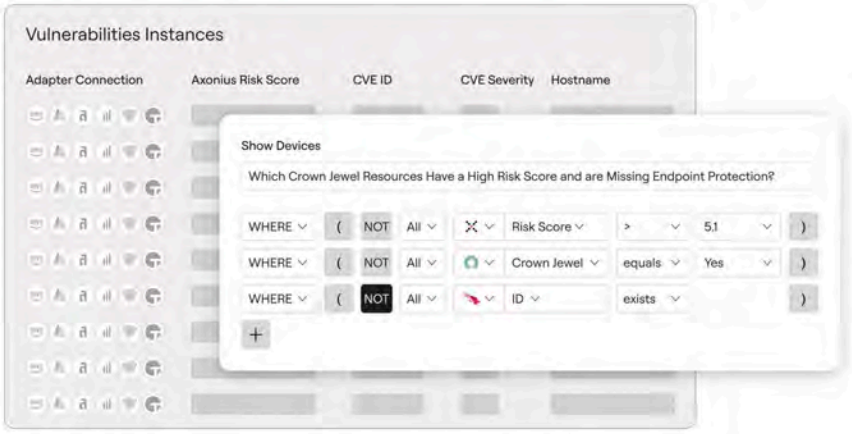
Compliance

- SaaS compliance and regulation
- Audit preparation and readiness

Axonius

Axonius Exposures

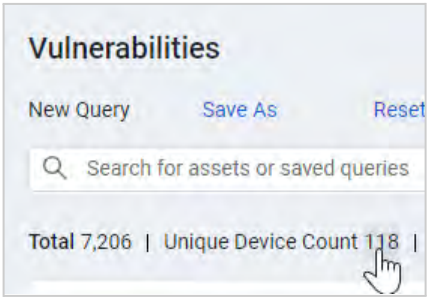
Exposures accelerates proactive cybersecurity measures with a single platform to unify exposure findings, correlate and rank risks, and execute prioritized large-scale mitigation efforts. Axonius helps organizations make sense of which risks deserve attention with continuous asset discovery, intelligent assessments, and streamlined remediation workflows for various exposures from all forms and angles, including vulnerable software, non-compliant devices, app misconfigurations, weak access controls, public data access, and more.

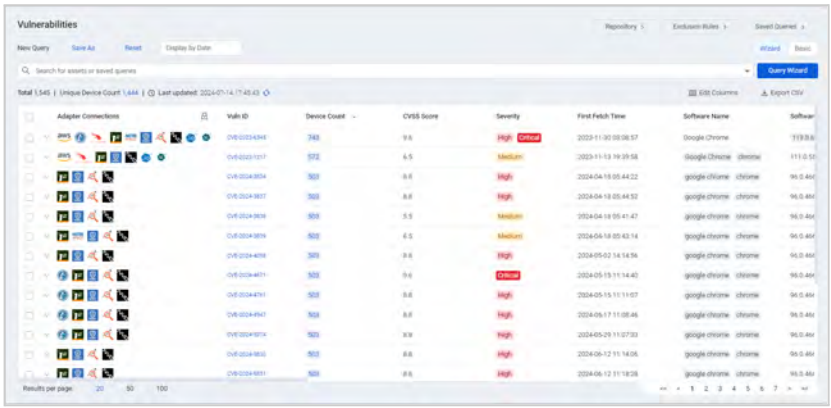


With Axonius Exposures, organizations can see a consolidated view of all vulnerabilities from all sources. The unique solution delivers increased visibility into cybersecurity vulnerabilities and helps security, IT, and risk teams identify vulnerabilities across fleets of devices, enabling them to prioritize based on asset criticality, potential impact, and recognized threats.

Key Benefits

- ***Unified Exposure Management*** - Aggregate vulnerabilities, exposures, and misconfigurations across all your IT and security tools into a single, unified view. Axonius eliminates silos to deliver a comprehensive risk picture, making it easy to uncover hidden gaps and take meaningful action.
- ***Enriched Asset Context*** - Visualize the connections between vulnerable software, devices, identities, and infrastructure to understand the scope and impact of risks. Axonius integrates data across systems to prioritize what matters most and drive targeted remediation.
- ***Dynamic Risk Scoring*** - Generate universal risk scores for assets and findings based on exposure, business impact, and exploitability. Axonius ensures teams focus on the highest-impact issues while aligning risk priorities with organizational goals.
- ***Public Access Modeling*** - Identify vulnerable assets reachable through your load balancers, firewalls, and subnet configurations. Our configuration-based approach finds public routes of attack before any network traffic.
- ***End-to-End Lifecycle Actions*** - Centralize the entire remediation process—from planning to tracking to auditing—in one platform. Axonius integrates seamlessly with existing workflows to ensure every step is streamlined and accountable.





Axonius

Key Differentiators and Value Drivers

The Power to Prevent Exposures from Becoming Issues

Comprehensive Risk Clarity

Unifies various vulnerabilities, exposures, and misconfigurations into one single platform, providing a holistic and actionable view of your total risk landscape.

Risk Context That Matters

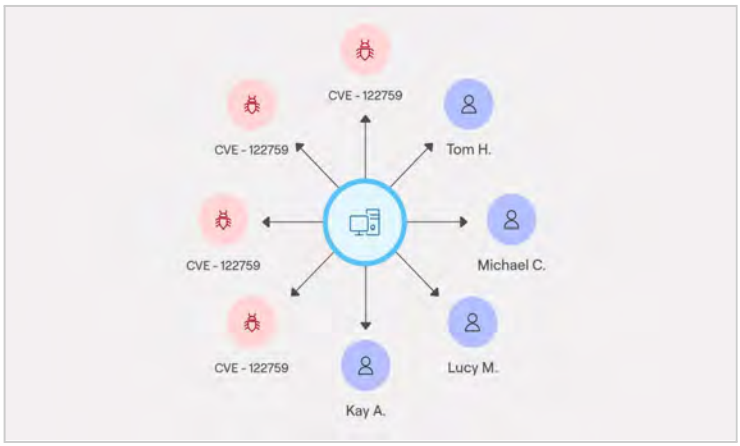
Enriches every risk with business context, mapping relationships between assets, identities, and infrastructure to help you act smarter.

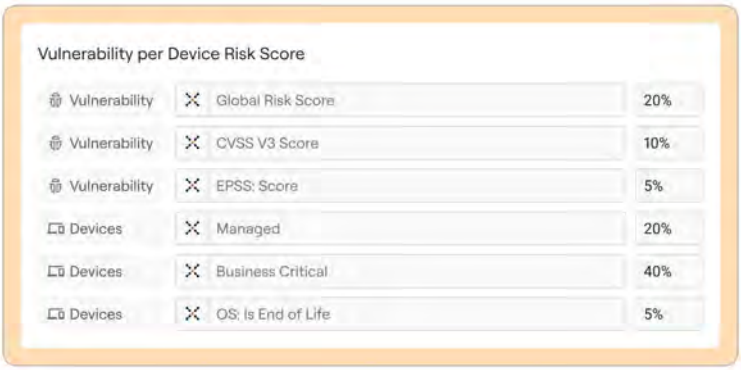
More Proactive Actionability

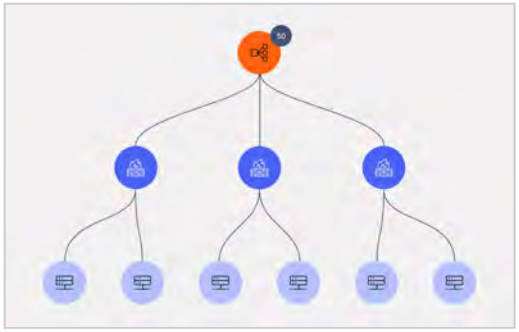
Uncovers exploitable paths and at-risk assets, empowering teams to take preemptive action and shrink the attack surface before adversaries strike.

Designed for Cross-Functional Programs

Centralizes planning, tracking, and auditing to streamline the entire remediation lifecycle and ensure accountability.



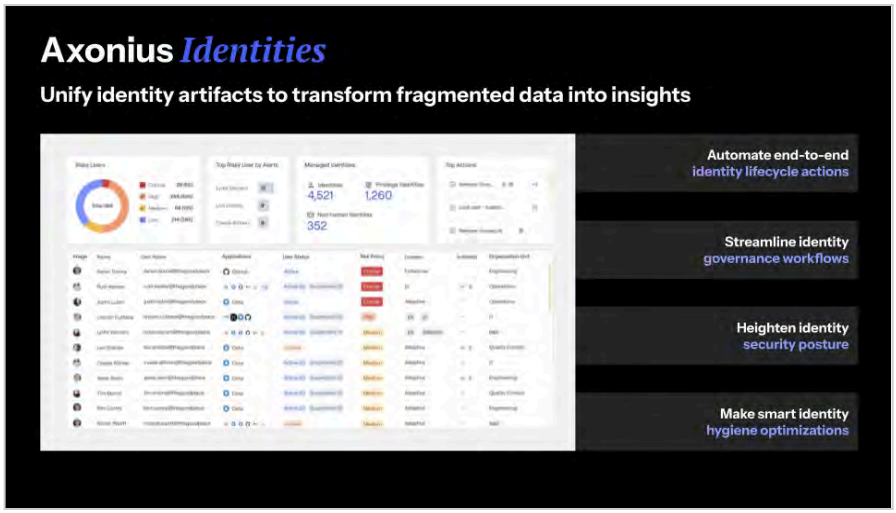




Axonius

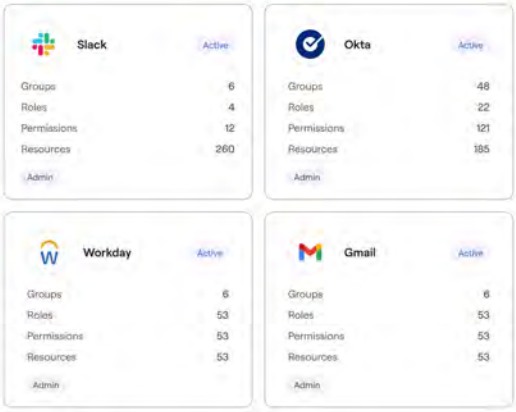
Axonius Identities

Identities provides end-to-end consolidated identity actions, transforming your fragmented identity data into actionable insights and bringing core discovery, lifecycle, governance, and posture management efforts together in one place to strengthen your IAM program resilience. It equips teams with the tools to optimize identity operations, unifying data from every downstream system and application with high granularity across the entire identity lifecycle.

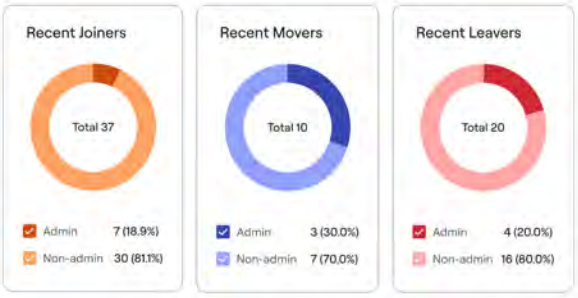


Axonius Identities enables users to gain complete visibility into their identity fabric by continuously discovering all human and machine/non-human identities across their cloud, on-prem, and hybrid environments. Axonius bi-directionally integrates with systems and applications to sync accounts, roles, policies, entitlements, permission sets, and resources, ensuring users never miss a single identity in their environment.

Using advanced technology, Axonius Identities allows organizations to eliminate silos, reduce sprawl, and take swift, informed action with:



- ***Continuous Identity Discovery*** - Illuminate all identity artifacts and blind spots and gain complete visibility into your identity fabric by continuously discovering all human and machine/non-human identities across your cloud, on-prem, and hybrid environments.
- ***Streamlined Identity Lifecycle Management*** - Orchestrate joiner, mover, and leaver scenarios in one place and manage identity transitions in a single platform, ensuring changes cascade seamlessly across all systems and applications.
- ***Simplified Identity Governance*** - Understand exactly how permissions and entitlements are calculated and granted across all systems and provide deep insights into access patterns, policy gaps, excessive permissions, and more, enabling teams to intelligently optimize access rights and apply access workflows with confidence.
- ***Optimized Identity Security Posture Management*** - Continuously improve your overall identity security posture with actionable insights into MFA coverage gaps, weak access controls, excessive permissions, policy conflicts, and more to help remediate misconfigurations and exposures before they become exploits.
- ***Smart Identity Hygiene*** - Get clear optimization recommendations and leverage AI-driven insights to simplify identity policies and confidently enforce least privilege.

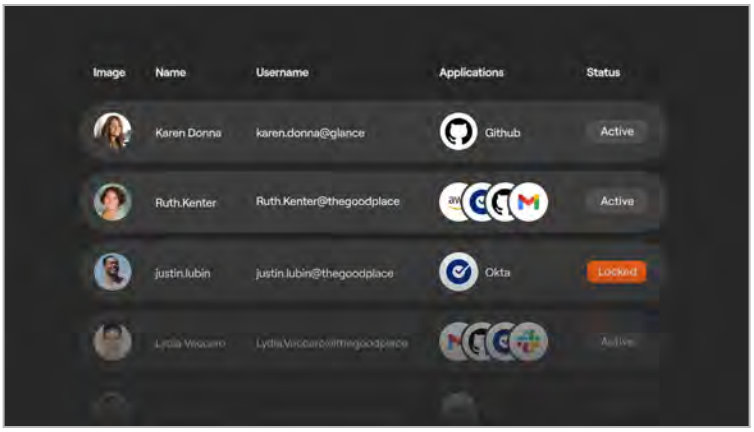


Axonius

Key Differentiators and Value Drivers

Every Identity, All the Details

Axonius aggregates and normalizes identity data across all systems and applications to provide a complete, accurate, and always up-to-date map of your identity fabric.

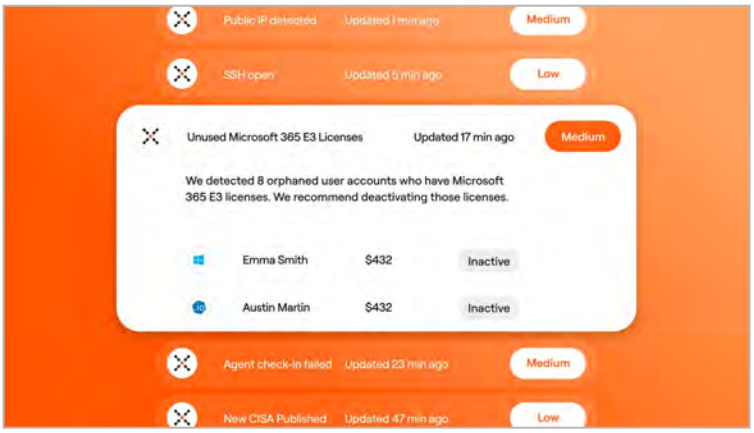


Hygiene Without the Hassle

We help you proactively identify and remediate orphaned accounts, excessive permissions, policy drift, and more, keeping identity hygiene clean without the heavy manual lifting.

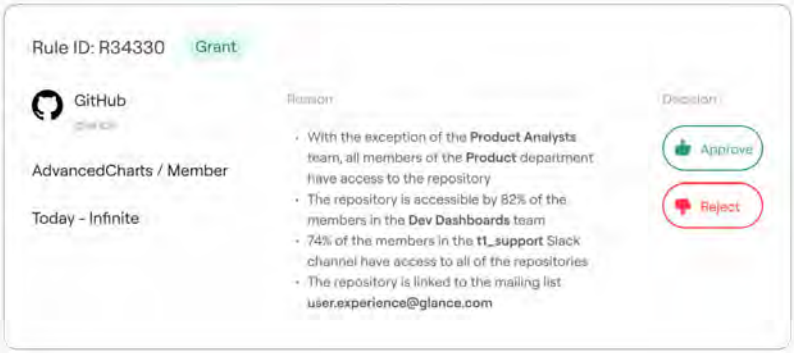
Break the Identity Silos, Not the Bank

Axonius brings smart identity discovery, governance, and security into a single platform without compromising breadth and depth, eliminating silos without costly, complex integrations.



Smarter Data-Driven Decision Making

Our identity-centric intelligence analyzes entitlements, usage patterns, and behaviors to uncover hidden risks, optimize access policies, and drive smarter IAM decisions.



Axonius

IMPLEMENTATION METHODOLOGY AND APPROACH

Implementation Overview

Axonius recognizes the importance of successful project implementation and has vast experience delivering innovative and transformative solutions. Having completed hundreds of implementations across multiple and varied customer environments, three things have remained constant: our dedicated focus on cybersecurity, our commitment to innovation and solution excellence, and our unwavering commitment to customer success.

Whether your organization is considering a single-product solution, a single-country implementation, or a multi-product solution and/or multi-country implementation, our dedicated professionals have the depth and breadth of experience to ensure your program's go-live will be a success.

The Right Implementation Support

When making a significant technology investment, it is important to have the right team in place to support it. Your implementation plays a vital role in establishing the foundation for project success and will directly influence your ability to drive both immediate and long-term value.

Uniquely Qualified

At Axonius, customer success is our top priority. It is a commitment, not a milestone, and begins with the right planning, implementation, and support to ensure our customers maximize the value they get from their Axonius solution. We invest heavily in the development and training of top talent to provide a broad range of support to our customers. Our global teams have deep industry expertise, along with extensive project management experience, unmatched technical aptitude, and unparalleled knowledge of the Axonius applications and solution design to work in concert with our customers and partners to deliver successful implementations on time and within budget.

A Project Methodology Geared Toward Customer Success

The Axonius project implementation methodology focuses on enablement and reducing your time-to-value through rigorous planning around project timelines, and overall project resourcing, as well as continuous tracking and monitoring of progress throughout the project to ensure customer success.

Our methodology encompasses the characteristics of rapid software development and is based on the following project characteristics:

- ***Iterative*** – Constant review and successive refinement
- ***Value Focus*** – Focus on business issues and key drivers to deliver rapid time-to-value
- ***Adaptive*** – Fluid design to ensure the highest priority requirements are addressed

This methodology provides project agility, increases the quality of the overall solution and its deployment, and reduces risk. Each Axonius implementation meets the customer's distinct business and budgetary requirements. A thorough scoping exercise is conducted to determine the best approach to achieve our customers' unique program goals and objectives.

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Implementation Project Stages

Kick-Off

During this stage, introductions will be made between the customer and the Axonius team. Together, they will identify key stakeholders, discuss goals and how to align them to Axonius use cases/capabilities, and identify the Adapters (API integrations) required to meet those goals. The Axonius Onboarding Team will develop a detailed implementation plan for the remainder of the deployment.

Architecture and Scoping

During this stage, the Axonius team and the customer will review the Axonius architecture, deployments, Adapters, dashboards, and queries/use cases in scope. Together, we will also ensure that the architecture aligns with the strategic goals/use cases, as well as align the use case expectations to the Adapters in scope. The customer will identify the owners of the adapter credentials internally and will work with the owners of the respective tools/platforms to get the required credentials. Once those credentials have been obtained, the customer will then use those credentials to connect Adapters based on the step-by-step documentation provided by Axonius *Adapters List | Axonius*.

Admin Training

During this stage, the Axonius Administrators gain a baseline knowledge of Axonius and how to administer the platform for their organization. The targeted training covers various aspects of the Axonius Platform, including onboarding, support, configuration best practices, security, system architecture, Adapter management, activity logs, system settings, usage monitoring, scoping queries, and troubleshooting—with the goal aimed to fully equip Administrators with the knowledge and skills necessary to effectively manage and maintain the Axonius system.

Configuration Tuning and Data Quality Analysis

During this stage, the Axonius team will walk the customer through the system configuration, best practices, tuning, data quality, and analysis. Optimizing tuning and data quality will enable the successful implementation of your desired use cases.

User Training

During this stage, new Axonius users gain a baseline knowledge of Axonius and how to leverage the platform for various roles and responsibilities. User training is a key pillar of the successful implementation of Axonius, both on a technical and individual level. Additionally, the Axonius team will teach the customer how to build queries, dashboards, and enforcement actions.

Use Cases Development

During this stage, the Axonius team will provide guidance and best practices for existing use cases as well as exploration of additional use cases that have been achieved by similar customers. The Axonius team and the customer will work together to align the goals and objectives determined during the scoping phase of the implementation. Additionally, the Axonius team and customer will work together to build queries and charts that align with the use cases determined during the scoping phase.

Project Closure

During this stage, the handoff between the Axonius Onboarding Engineer and your assigned, long-term Technical Account Manager (TAM) will occur, including a full knowledge transfer.

Post-Implementation Support

Axonius will provide remote support for the initial deployment, configuration, and integration of the platform in the customer environment or the transition of any Proof of Value (POV) deployment into a full production implementation. Axonius will provide a dedicated TAM throughout the subscription period.

As part of Axonius Support, customers receive:

- Onboarding support to deploy your Axonius Asset Cloud.
- Detailed product instructions and guides; available at *Axonius - Documentation*.
- Help Desk for support during regular business hours.
- Issue response time within hours.
- An Axonius Technical Account Manager (TAM) resource who will proactively surface new data points, assist with current and new use cases, and route other requests to Axonius team members as needed.
- Scheduled cadence calls and the reviewing of outstanding tickets/requests, additional questions and issues, new features, and direction on next steps.
- Support with technical use cases and objectives by providing best-practice guidance on developing queries, enforcement actions, dashboards, charts, and reporting.
- Proactive notifications; reaching out when we see various areas of improvement or concern, such as configuration updates or new features you can use to improve your business.
- Live and recorded training sessions that provide an overview of the platform as well as advanced training.
- Executive Business Reviews to review milestones and trends, discuss your planned goals and initiatives, and present upcoming Axonius functionality and projects.
- Assistance with product updates/upgrades to ensure the smooth continuity of the Axonius Asset Cloud.

Post-Implementation Service Levels and Technical Support

Axonius leverages our ticketing platform for tracking and management of open issues, actions, custom questions, and troubleshooting efforts. Axonius will leverage the existing toolsets, internal workflows, and staff resources to meet the Axonius Service Level Agreement (SLA) for Technical Support. For more information, please see *Service Levels and Technical Support | Axonius* as well as the table below.

Support Access / Availability
Solution Availability "Uptime" means the Solutions are up and available for access through the Internet. Axonius employs commercially reasonable efforts to ensure the Uptime of each Solution is no less than 99.9% in any given calendar month (the "Up-Time")[1], and upon request, will investigate any failure to meet the Up-Time to determine the underlying cause.
Helpdesk Support Customer support is available at *https://support.axonius.com/* during regular business hours[2] to assist with questions and requests concerning the Solutions.
Enhanced Service Levels Reduced response time targets (see the section entitled "Service Levels" below) from Axonius Support Engineers via customer support ticket prioritization.
Proactive Case Management Escalation and metrics-based consultations to resolve individual customer support tickets and streamline support requests.
Technical Account Management (TAM)
Access to the TAM Team Access to the Axonius Technical Account Management (TAM) team for consultation regarding the initial set-up of Axonius features as well as addressing "how-to" questions.
Axonius Enablement Access to the library of on-demand Axonius content, including training webinars, available through the Axonius "Community" Forums and Axonius+.

Axonius Version Upgrade Assistance Assistance with Solutions updates and upgrades to ensure platform continuity.
Axonius TAM Resource An Axonius Technical Account Manager (TAM) resource to serve as Company's primary liaison for support and product-related enablement.
Technical Trainings Advanced training and health checks in specific verticals are made available by Axonius Experts through workshops and individual case consultation.
Scheduled Cadence Calls During periodic scheduled calls, a member of the TAM team will provide Q&A and/or just-in-time training on topics chosen by Company, updates on the latest features of the Solutions, and general platform health checks.
Use Case and Objectives Support Hands-on workshops made available by the TAM team to build out business use cases and objectives for best leveraging the Solutions.
Proactive Notifications Proactive notifications regarding potential areas of concern or improvement to help Company deploy and operate the Solutions at peak performance.
Executive Business Reviews Periodic scheduled reviews of milestones, trends, initiatives, and Company's progress towards its business goals, each as they relate to the Axonius platform.
Quarterly Health Reviews Quarterly reviews of Company's Solutions deployment, including alignment to Axonius best practices and preparing for future changes to Company's environment.
Axonius On-Boarding
Welcome Letter Detailed information on accessing the Axonius toolset and contacting Axonius support.
On-Boarding Webinar A recurring webinar conducted by Axonius onboarding specialists to help expedite Company's onboarding experience and introduce new Company team members to Axonius and the Solutions.
1 to 1 Quick Start Call After completing the introduction to Axonius, the Quick Start Call will cover the key benchmarks required to fully deploy the Solutions.
Designated Individual On-Boarding Engineer A single on-boarding engineer resource that specializes in on-boarding processes will be available to help rapidly achieve Company's successful deployment and usage of the Solutions.

All terms capitalized but not defined herein shall have the meanings ascribed to such terms in the Axonius terms and conditions, available at Axonius Terms and Conditions (the "Agreement").

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Service Levels[2,3]		
Severity	**Target Initial Response Times[4]**	**Target Follow-Up Times[4]**
System Down A Solution is completely down or severely hindered; there is no workaround available.	2 hours	2 hours
High A Solution's performance is hindered; however, the system can still function (either with or without a workaround).	2 hours	4 hours
Normal A Solution's performance is not technically hindered, but it requires a slight modification or change (such as a configuration setting change request).	4 hours	12 hours
Low A question or other informational request concerning a Solution arises.	8 hours	24 hours

[1] Exclusions for purposes of the Up-Time commitment calculation include: (i) downtime caused by Company or Company's Affiliates or agents, including downtime caused by Company's configurations, software, hardware, web services or other technologies used by Company or its Affiliates; (ii) downtime attributable to the general downtime of Axonius' downstream cloud services and infrastructure providers; (iii) scheduled downtime for maintenance (not to exceed 8 hours per month) or customer support; (iv) use of the Solutions that is not in accordance with their Documentation or the Agreement; (v) downtime resulting from denial of service attacks, virus attacks, or hacking attempts; and (vi) any other circumstances that are not reasonably within Axonius' control, including the availability of the Internet Temporary unavailability of certain features or functions of the Solutions is also excluded to the extent the use and performance of such Solutions is not materially impaired by such unavailability. Company's sole and exclusive remedy in the event of a failure to meet the Up-Time shall be a provision of support by Axonius in accordance with the terms of this Agreement.

[2] As used herein, "hours" refers to 8:00 a.m. - 5:00 p.m. standard business hours in the applicable location/region of Company's headquarters or primary technical contact if different (holidays excluded).

[3] Axonius will use commercially reasonable efforts to respond to each customer support request according to the Severity Level time frame targets provided herein. Such Service Levels are applicable only when Company utilizes the Axonius Technical Support Portal to submit its customer support request (*https://support.axonius.com/*).

[4] Response and Follow-up times may be longer if Company does not have remote support enabled.

Axonius

AXONIUS PRICING MODEL

Licensing Model and Scope

Asset Tier Licensing

Axonius licensing is primarily determined by ***Asset Tiers***. An "Asset" refers to any identifiable entity that is managed, monitored, or tracked within an organization's IT or security infrastructure.

Assets encompass both ***Users*** (individuals with accounts and access privileges within the system) and ***Devices*** (any physical or virtual endpoint, server, network component, or cloud instance that is part of the organization's technology landscape).

The annual subscription fee, as outlined in the Axonius License Agreement, is determined by your Asset Tier. This tier will vary depending on the specific Axonius solution, as shown below:

- For ***Axonius Cyber Assets***, ***Axonius Software Assets***, and ***Axonius Exposures***, the Asset Tier is calculated based on the total number of unique Devices.
- For ***Axonius SaaS Applications*** and ***Axonius Identities***, the Asset Tier is determined by the number of Users or Identities, respectively.

During a Proof of Value (POV) engagement, the applicable Asset Tier is identified upon setup of the customer's instance. This determination places the customer within a specific tier, which dictates the associated cost. Should the customer exceed the agreed-upon tier, an asset true-up will be conducted for the subsequent year.

Feature and Service Inclusions

Axonius delivers a comprehensive "as-a-service" offering, wherein all specified features, as well as subsequent enhancements within the same product scope, are incorporated into a fixed annual subscription fee. This subscription encompasses complete implementation and deployment, thorough onboarding and user training, the assignment of a Technical Account Manager (TAM), and comprehensive technical product support.

Axonius

AXONIUS TRUST CENTER

Axonius has a formal cybersecurity program designed to safeguard the confidentiality, integrity, availability, and privacy of our systems and the data we store or process. As such, we offer our current and prospective customers access to a secure electronic repository of important product documents—including frameworks and certifications, product security capabilities, application security practices, and infrastructure security—via the *Axonius Trust Center*.

Customers with a signed License Agreement can access validation documentation related to our products, as well as additional operations reports (e.g., disaster recovery, pen test, SLA/performance).

Additionally, with a signed Non-Disclosure Agreement (NDA), prospective customers may access confidential documentation from the Axonius Trust Center as well. Both prospects and customers under the signed NDA must agree to the Axonius *Privacy Policy* and Terms & Conditions prior to receiving access.

Please utilize this Trust Center to learn about our Axonius security posture and request access to our security documentation. Note: Any documentation that is downloaded is automatically watermarked with the requestor's email and time/date to further protect confidential information and indicate its validity.