



## CASE STUDY

# Armis Helps Secure Election Integrity for the State of Georgia with Attack Surface Protection and Advanced Vulnerability Management

### The Challenge

- Improving asset discovery and management
- Verifying third-party security assessments of election-related assets
- Identifying and remediating vulnerabilities
- Boosting current team efficiency without adding headcount
- Reducing costs and eliminating ineffective security tools

### The Solution

- Used Armis Centrix™ for Asset Management and Security to gain visibility into office and election assets
- Worked with the Armis team to develop custom integration with third-party mobile device management (MDM) solution
- Evaluated VIPR Pro and Armis Centrix™ for Early Warning for proactive vulnerability assessment and remediation

### The Results

- Validated third-party security assessment of poll pads
- Prioritized vulnerability mitigation efforts
- Increased efficiency and effectiveness of the lean IT team
- Invested allocated funds wisely by replacing multiple point products with Armis

Industry: **State government**

Location: **Headquartered in Atlanta, Georgia, with a total of four physical locations statewide**

Size: **400+**



Armis Centrix™ for Asset Management and Security



Armis Centrix™ for VIPR Pro - Prioritization and Remediation



Armis Centrix™ for Early Warning

## Background

With four locations statewide (two in metropolitan Atlanta, one in Macon, and one in Tifton), the Georgia Secretary of State (Georgia SOS) office is charged with election management, business registration, professional licensing, regulation of securities to protect against fraud and improve financial literacy, and more. With election integrity grabbing the headlines over the past few years, the state governing body needed a way to improve election oversight and integrity.

CIO Jonathan Reich manages a staff of 38 technical professionals who are split between election technology and back-office systems. They manage approximately 500 to 600 assets in each office and 10,000 poll pads, which are used by poll workers to check in and validate voters and issue the correct ballot for the appropriate precincts.

“In Georgia, the safety, security, and accuracy of our elections is paramount,” said Reich. “We realized that we needed a better view into the poll pads to see their cybersecurity patch levels and overall security health—that was the initial driving force behind our adoption of the Armis platform.”



*“Our job is to count votes, and our Secretary of State is adamant that we do our job as accurately and as fairly as possible. The Armis Centrix™ platform allowed us to gain visibility into the poll pad devices across the 159 counties in Georgia and to say with certainty, ‘I know what’s going on with these devices.’”*

**Jonathan Reich,**  
CIO, Georgia Secretary  
of State

## The Solution

Reich first learned about Armis Centrix™ for Asset Management and Security from a colleague who works in the Henry County IT department in the Atlanta area. Reich also initiated conversations with the Armis account team on his own. He was convinced that Armis was the right solution during the POV, which focused primarily on discovery of in-office assets. Later, Armis was used to verify the security and integrity of poll pads in advance of elections.

“You don’t know what you don’t know. Armis solved that problem for us by allowing us to see what we couldn’t see or confirm with our existing toolset. Armis was the only solution that could ensure visibility into technology assets at offices and connected assets used in the election process,” Reich explained. Currently three members of his staff use Armis for patching reviews and to validate asset information against other asset inventory solutions.

Knowing that elections were on the horizon, the Armis team fast-tracked deployment and integration with the third-party mobile device management (MDM) solution that the Georgia SOS uses to track the security posture of poll pads. “Armis did a stand-up job building that interface—it took less than six weeks,” said Reich.

The Georgia SOS is also in the early stages of implementing Armis Centrix™ for Vulnerability Prioritization and Remediation (VIPR Pro) to unify and prioritize asset vulnerabilities. Using AI-powered tools, VIPR Pro automates remediation by streamlining workflows and processes. Armis Centrix™ for Early Warning adds another layer of protection by providing actionable intelligence to preempt potential attacks by prioritizing the vulnerabilities that threat actors are exploiting in the wild or are about to weaponize.

## The Results

Going into the 2024 election, it was important for Reich’s team to ensure that poll pads were properly secured and functioning as they should. Armis Centrix™ serves as a verification tool, allowing Reich to validate the accuracy and availability of the customer-facing side of the environment, including the voter registration tool. It shines a light on issues and anomalies so that the IT team can address them quickly and efficiently.

“Armis allows us to trust but verify the third-party vendor that is supporting the poll pads. It gave me tremendous comfort knowing that I was getting accurate and consistent information from the vendor that maintains them. Now I can validate the third-party solution with my own eyes,” explained Reich.

Reich and his team use VIPR Pro to get a view into vulnerabilities and prioritize those that matter most, accelerating mitigation.

“I worry about a random user plugging into the environment. And even though this usually occurs without malicious intent, Armis can identify those assets and give the security team a heads-up if potential issues arise,” pointed out Reich. For example, Armis discovered a VLAN that Reich and his team didn’t know existed. Armis documented it and, fortunately, deemed it safe.



*"It's my responsibility to make sure I am using the funds allocated to IT wisely to protect our organization. Armis has a key role in keeping our office safe and secure."*

**Jonathan Reich,**  
CIO, Georgia Secretary  
of State

"Without Armis, it would have been much more difficult to find that unknown VLAN," he added. "I'd rather invest in a tool like Armis on the front-end than spend time, effort, and budget on the back-end to clean things up."

The combination of VIPR Pro and Armis Centrix™ for Early Warning helps maximize the security team's time, increasing their efficiency and effectiveness while minimizing the exposure window.

"We're a relatively small group with a big job. Anything that optimizes the team's time is beneficial and justifies itself," said Reich.

Armis has also reduced security spend on unnecessary and ineffective security solutions. "Armis allows me to reduce the cost and implementation of other tools, as I get more out of Armis than I would out of multiple disparate point products," said Reich. "My job is to keep us out of the press. I can't stop the bad guys from doing bad things, but we will make the right decisions based on the amount of funding authorized for our use. I take pride in making best use of every penny we are allocated—and Armis helps us do that."

Apart from the technical strengths of Armis, Reich also appreciates the accessibility and openness of Armis leadership. He spent more than 20 hours all told in one-on-one technical discussions with the Armis CTO.

"Having access to someone at that level in the Armis organization made me feel that I was important. It showed me that Armis understands the level of risk and scrutiny I deal with during elections. I value partners like Armis who help us assure citizens that their participation in elections is treated with respect and honesty," concluded Reich.

Armis does the work **of 3 to 5**  
point products

**Six weeks**

to complete Armis  
integration with the  
MDM solution

**10,000**

poll pads used in  
elections are verified



**Armis, the cyber exposure management & security company, protects the entire attack surface and manages an organization's cyber risk exposure in real time.**

In a rapidly evolving, perimeter-less world, Armis ensures that organizations continuously see, protect and manage all critical assets - from the ground to the cloud. Armis secures Fortune 100, 200 and 500 companies as well as national governments, state and local entities to help keep critical infrastructure, economies and society stay safe and secure 24/7.

Armis is a privately held company headquartered in California.

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