

CASE STUDY

How Axxor Secured Global Operations and Embraced SaaS Visibility with LastPass



Overview

Axxor, a global manufacturer of paper honeycomb used in automotive, furniture, and packaging applications, needed a secure, scalable way to manage passwords across its international operations. With facilities in the Netherlands, Poland, and the United States, Axxor turned to LastPass to improve security, streamline access, and support a growing workforce.

The Challenge

When Wout Zwiep joined Axxor as a Process Engineer, he quickly noticed a gap in IT structure and security practices. Passwords were written on sticky notes, shared informally, and stored in browsers.

“There wasn’t really an IT department—just a few people managing things ad hoc. I saw passwords on Post-its, even in production areas. That’s when I knew we needed a better solution,” Zwiep recalled.

Without a dedicated IT department, password practices were inconsistent and risky. As the company expanded and adopted more SaaS tools, the need for visibility and control became urgent.

Zwiep recognized that a password manager wasn’t just a security tool – it was a foundational step toward digital maturity and operational efficiency.

The Solution

After evaluating several password managers, Wout selected LastPass for its clean interface, ease of use, and enterprise-grade features. He began by testing the [Families as a Benefit plan](#) to understand the user experience, then built a business case for leadership.

Zwiep presented the proposal to the CEO and the European Leadership Team (ELT), underscoring both the security risks of current practices and the potential productivity gains from centralized password management. He addressed concerns about implementation and cost and quickly gained approval for a company-wide rollout.

Why LastPass?

- User-friendly design** that encourages adoption
- Secure sharing** without exposing credentials
- SaaS visibility** to guide safe app usage
- Centralized control** without over-permissioning
- Scalable** across global teams
- Supports IT leaders** with visibility and control

With support from leadership, Zwiep led the deployment across all three global sites. He conducted 16 training sessions across four user groups, set up single sign-on (SSO) for seamless onboarding, and began piloting advanced features like SaaS Monitoring and SaaS Protect to guide safe app usage.

Zwiep understood the importance of a hands-on approach to implementing a new tool: **“I didn’t just roll it out and hope for the best. I made sure people understood how to use it and why it mattered.”**

SaaS Monitoring and SaaS Protect: Visibility That Drives Safer Decisions

As part of Axxor’s evolving security strategy, Zwiép joined the beta program for SaaS Monitoring and SaaS Protect, providing visibility into third-party app usage and help enforce safe practices.

“People are experimenting with AI tools like OpenAI and Canva. We don’t want to block innovation, but we do want to guide it safely,” said Zwiép.

With SaaS Monitoring and SaaS Protect, Zwiép can detect and control unsanctioned or risky app usage and send friendly, educational warnings to users. This proactive approach helps employees understand the risks without disrupting their workflow.

Results

For Axxor, LastPass has become more than just a password manager – it’s been a cornerstone of their digital transformation. By replacing risky habits with secure, scalable practices, employees are empowered to work more confidently and securely.

With strong leadership buy-in, thoughtful training, and growing adoption of advanced features like SaaS Monitoring and SaaS Protect, Axxor is not only safeguarding its operations but also building a culture of security that supports innovation and growth.

Highlights

- Company-wide rollout completed in just a few months
- Over 75 accounts managed securely by Zwiép alone
- Secure sharing of credentials without revealing passwords
- Improved productivity through faster, safer access
- SaaS visibility helping guide safe AI and app usage
- Adoption growing, especially among younger employees

As Zwiép put it, **“It’s smart, secure, and it just works.”**

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