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**Total annual spend for IT and cybersecurity development measures for your company: 100M**

**Industry Sector: Banking / Finance**

**What are key products or services offered by your company?** Messaging services for financial institutions

**How many people are employed by your company?** 1000-5000 employees

**What is the current annual revenue for your organization?** \$500M-\$1B

**How many business locations do you maintain company hardware and equipment such as servers...?** 5

**How many people are in your IT Department?** NO

**How many people are on your IT security team?** NO

**Number of Contact Center Seats:** NO

**What is your current Operating System?** NO

**Who is your current ERP vendor?** NO

**Who is your Cloud Service Provider?** AWS

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**1) Do you have responsibility for Cybersecurity?** no

**Do you plan to add or expand cybersecurity initiatives in the next 12 months?** NO

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**Please summarize your top Cybersecurity challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** no

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**2) Do you have responsibility for Cloud software solutions?** yes

**Do you plan to add or expand cloud solution initiatives in the next 12 months?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Backup/Disaster Recovery Cloud Migration Services Dev-Ops, Help Desk IT Service Management (ITSM) Storage, Virtual Machines, Virtualization

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**Please summarize your top Cloud Solutions challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** figure out how to scale our footprint to the cloud. e.g. to use cloud as an extra capacity. ability to compare cost on-prem vs in the cloud to identify the cloud migration strategy

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**3) Do you have responsibility for Digital Solutions?:** no

**Do you plan to add or expand digital responsibility initiatives in the next 12 months?:** NO

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** ,

**Please summarize your top Digital Solutions challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** no

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**4) Do you have responsibility for Data Management?** no

**Do you plan to add or expand data management initiatives in the next 12 months?** NO

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**Please summarize your top Data Management challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** no

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**5) Do you have responsibility for Software/Application Development and Management?** yes

**Do you plan to add or expand software / application development initiatives in the next 12 months?** NO

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Application Lifecycle Management, Automation Testing Software DevOps, Open Source, Outsourced Consulting Software Compliance,

**Please summarize your top Software/ Application Development challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** mainly looking for software compliance and application lifecycle management

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**6) Do you have responsibility for Communication Systems?** no

**Do you plan to add or expand communication system initiatives in the next 12 months?** NO

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** ,

**Please summarize your top Communication Systems challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** no

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**7) Do you have responsibility for Network Systems?** yes

**Do you plan to add or expand network system initiatives in the next 12 months?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Data Center Networking Network Connectivity

**Please summarize your top Network Systems challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** migration to cisco aci and implementing netdevops within swift

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**8) Do you have responsibility for Consulting / Outsourcing? yes**

**Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Cloud Enablement, Database Modernization, IT Service Management (ITSM) Software / Application Development, Staffing / Recruiting, Technology Lifecycle Management, Vendor Evaluations

**Please summarize your top Consulting/Outsourcing challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** ability to find the right partner to help with our challenges and solutions.

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**9) Do you have responsibility for IT Leadership, Talent Management and Training? yes**

**Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , IT Asset Management, IT Certificates IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Leadership coaching Staffing - Permanent to hire IT staffing Staffing - Staff Retention, Team Efficiency and Effectiveness Training, Workload Prioritization/ Employee Burnout Prevention

**Please summarize your top IT Leadership, Talent Management and Training challenges you need assistance with in the next 3-6 months. Please be as descriptive as possible and provide context around your current needs. (this ensures a relevant schedule):** up skill our team members and figure out the right training paths based on the technology domains

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