Mount Desert Island Hospital   **- mdihospital.org - phone: 207.288.5081,**

10 Wayman Lane, Bar Harbor, ME

Artem Maksutov - Director Revenue Cycle - artem.maksutov@mdihospital.org, phone: (207) 288-5082 ext. 1349 (D), 2nd phone: 917.459.6993

Other emails: artem.maksutov@mdihospital.org, amaksutov@mdihospital.org

LinkedIn: https://www.linkedin.com/in/artem-maksutov-73814610a

Contact 2 Info: Peter Sullivan - Department Director – peter.sullivan@mdihospital.org, NA, 207.288.5081

Contact 2 LinkedIn: https://www.linkedin.com/in/peter-sullivan-mba-rn-bc-lrca-a3459116

Other emails: peter.sullivan@mdihospital.org, psullivan@mdihospital.org

Total annual spend for IT and cybersecurity development measures for your company: $3m

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Healthcare services

How many people are employed by your company? 500-1000 employees

What is the current annual revenue for your organization? $100M-$250M

How many business locations do you maintain company hardware and equipment such as servers…? 12

How many people are in your IT Department? 10

How many people are on your IT security team? 2

Number of Contact Center Seats: 4

What is your current Operating System? Nutanix

Who is your current ERP vendor? Cerner

Who is your Cloud Service Provider? Azure

---

1) Do you have responsibility for Cybersecurity? yes

Do you plan to add or expand cybersecurity 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: Disaster / Backup Recovery, Email Security, Physical Security - Surveillance and Access Control, Security Operations Center - SOC as a Service SIEM,

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): we are looking for siem/soc as a service to provide extra coverage on top of our own staffing.

---

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 IoT,

---

 ChaseTek

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): we need to look at cloud solutions for back up and dr.

---

3) Do you have responsibility for Digital Solutions?: yes

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

---

4) Do you have responsibility for Data Management? yes

Do you plan to add or expand data management 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 Network and application performance monitoring

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): we need to look at cloud solutions for back up and dr.

---

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: ,

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): no

---

6) Do you have responsibility for Communication Systems? yes

Do you plan to add or expand communication 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: , BYOD Employee Cell Device Management

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): looking to add byod for cell phones into our network.

---

7) Do you have responsibility for Network Systems? yes

Do you plan to add or expand network 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 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): no

---

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

---

Do you plan to add or expand consulting / outsourcing 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 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): no

---

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 Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations,

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): we are looking at educating our staff on up to date it programs

---