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Total annual spend for IT and cybersecurity development measures for your company: 2 Million

Industry Sector: Education

What are key products or services offered by your company? Education and training to students

How many people are employed by your company? 250-500 employees

What is the current annual revenue for your organization? Less than \$50M

How many business locations do you maintain company hardware and equipment such as servers...? 6

How many people are in your IT Department? 42

How many people are on your IT security team? 2

Number of Contact Center Seats: 8

What is your current Operating System? Windows 10/Linux

Who is your current ERP vendor? Ellucian Banner

Who is your Cloud Service Provider? Hybrid

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: Application Security - Vulnerability AssessmentDisaster / Backup RecoveryEmployee monitoring - Insider Threat Detection,Encryption,Endpoint detection response (EDR)Identity Access ManagementPenetration Testing and Simulation,Privileged Access Management,RansomwareSecurity Rating / Benchmarking

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): phishing and ransomware are the biggest threat
not having a true and tried dr plan
we are not using benchmarking to improve our maturity
our devices are not yet encrypted

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 RecoveryCloud Migration ServicesERP,IT Service Management (ITSM)Storage,Virtual Machines,Virtualization

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 intend on migrating our erp to a cloud hosted provider. this would include utilizing their backup and disaster recovery. also considering moving away from physical desktops everywhere and using vdi, especially in our classrooms. ideally, we'd like to run the vdi from the cloud if that technology is mature enough.
we are currently on servicenow for itsm and looking at other products that will better suit us. it must be saas based.

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

Do you plan to add or expand digital responsibility 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: ,Digital Consulting,Digital Customer Experience Optimization,Digital Transformation

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): we need to transform our environment. we are project-based and working on one-off solutions. we need to bring all ideas together and build platforms that improve our student and faculty experience. i believe we are trying to transform digitally, i'm just impatient and want to move faster!
we are currently reviewing partners to help us with consulting and transforming our environment.

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,BI Dashboard Reporting,Data Integration AccessData Visualization,Data Warehousing,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 will utilize our cloud partner for backup and dr.
we continue to try and integrate with apis and ethos integrations for our banner erp environment. need everything to be integrated and connected for a digital transformation. it needs to get easier so we can be more agile.
one of our biggest initiatives is getting the data to our stakeholders and so they understand it. we are currently migrating to power bi and have invested in several new employees to bring us to the world we need to be in.
data warehousing is obviously a topic every other day too.

5) Do you have responsibility for Software/Application Development and Management? no

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): 0

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: Contract ManagementEnterprise Mobility Management,Telecom Expense Management,Unified Communications,

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): contract

management solution has been discussed at the executive level a few times. we do not have a good solution or process for it. i'd like to reduce our telcom costs. i'm not sure we need phones on our desks anymore. i use video conferencing for everything.

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 NetworkingNetwork ConnectivityRoutingSwitching,WIFI,Wireless

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): we are nearly eol on all of our network gear.

8) Do you have responsibility for Consulting / Outsourcing? no

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): 0

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 : Cybersecurity,IT Training Software for staff : Software,IT Training Software for staff : IT Operations,Leadership coaching,Staffing - Outsourced staffing ,Äi Project basedTeam 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): i've been the cio for 18 months now at this organization and we do not have any professional development for technology people. this needs to be a priority in the coming year. i have directors that have never led people before. this is another one i'd like to address.
