

Juanita's Foods - juanitas.com - phone: 501.372.1228,

614 President Clinton Avenue 1, Wilmington, CA

Michael Petracca - Director of Engineering and Maintenance - mpetracca@juanitasfoods.com, phone: 562.216.3769, 2nd phone: (310) 834-5339 ext. 377

Other emails: mpetracca@juanitasfoods.com, michael.petracca@juanitasfoods.com

LinkedIn: <https://www.linkedin.com/in/michael-petracca-b0130626>

Contact 2 Info: Famer Bezares - Director of Information Technology – fbezares@juanitasfoods.com, 310.684.4329 ext. 329, 213.842.0807

Contact 2 LinkedIn: <https://www.linkedin.com/in/famer>

Other emails: fbezares@juanitasfoods.com, famer@bezares.net

Total annual spend for IT and cybersecurity development measures for your company: 250000

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? Mexican food cooked and ready to serve!

How many people are employed by your company? 100-250 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...? 1

How many people are in your IT Department? 3

How many people are on your IT security team? 0

Number of Contact Center Seats: NO

What is your current Operating System? Windows

Who is your current ERP vendor? Oracle

Who is your Cloud Service Provider? Oracle

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: Data Loss Protection Data Security Disaster / Backup Recovery Employee monitoring Insider Threat Detection Identity Access Management Zerotrust

**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): need to keep enforcing security rules and defending the perimeter._x000d_
focus on the challenges of the new rules**

2) Do you have responsibility for Cloud software solutions? no

Do you plan to add or expand cloud solution 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 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): no

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

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: nan

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

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): 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: , 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): looking for a better-integrated solution with all communications in a single app._x000d_
trying to understand the opportunities and the challenges _x000d_
i don't know what i don't know

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: , Network Connectivity, SD-WAN Team Collaboration Platform WIFI,

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): in the search

for expanding network capabilities with redundancy and security._x000d_
need help to navigate the challenges with new vendors

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): no

9) Do you have responsibility for IT Leadership, Talent Management and Training? no

Do you plan to add or expand IT leadership, talent management, and training 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: nan

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): no
