Coastal States Bank - coastalstatesbank.com - phone: 803.744.1407,

5 Bow Circle, Hilton Head Island, GA

Tony Valduga - CFO / COO - tvalduga@coastalstatesbank.com, phone: 843.341.9955, 2nd phone: 843.341.9941

Other emails: tvalduga@coastalstatesbank.com, tony.valduga@coastalstatesbank.com

LinkedIn: https://www.linkedin.com/in/tony-valduga-6157703

Contact 2 Info: Larry DesPrés - CIO - Idespres@coastalstatesbank.com, 843.341.9900, 843.341.9908

Contact 2 LinkedIn: https://www.linkedin.com/in/larry-després-6a12a17

Other emails: Idespres@coastalstatesbank.com, larrydespres@coastalstatesbank.com

Total annual spend for IT and cybersecurity development measures for your company: 300000

Industry Sector: Banking / Finance

What are key products or services offered by your company? Full Service banking / financial services

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

What is the current annual revenue for your organization? \$50M-\$100M

How many business locations do you maintain company hardware and equipment such as servers...? 17

How many people are in your IT Department? 3

How many people are on your IT security team? 1

Number of Contact Center Seats: 3

What is your current Operating System? Windows

Who is your current ERP vendor? Fiserv

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: Data Loss Protection Data Security, Email Security, Endpoint detection response (EDR) Endpoint prevention, Multifactor authentication, Zerotrust Network Security - Unified Threat Management, Privileged Access Management, Security Incident Response Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response Threat Intelligence, User behavior monitoring,

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 to consolidate our various tools and view via a single pane of glass or siem.

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Cloud Migration Services Virtual Machines,



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): need to evaluate moving all systems from colo to cloud in 2023 - 2024

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? yes

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: 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): improve performance and data classification

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: , Contact Center Optimization Contract Negotiations Hosted PBX

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): need to migrate from mitel in house to cloud telephone system

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: , Routing WAN

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): considering moving for fortinet devices at the edge for all locations.



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: , Call Centers, Cloud Enablement Cybersecurity Services,

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): telecom migration to cloud. over all cyber security plan.

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: , Staffing - Outsourced staffing - Project based,

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): need field support in atl, ga area.



