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**Total annual spend for IT and cybersecurity development measures for your company: 1.5 million**

**Industry Sector: Retail**

**What are key products or services offered by your company?** The company I work for offers online food delivery, pickup food delivery, catered food delivery, and pre-shopped food orders at any of our brand affiliated stores.

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

**What is the current annual revenue for your organization?** \$1B-\$5B

**How many business locations do you maintain company hardware and equipment such as servers...?** 5 Corp 40 warehouse/store buildings

**How many people are in your IT Department?** 275

**How many people are on your IT security team?** 8

**Number of Contact Center Seats:** 80

**What is your current Operating System?** Apple and Windows

**Who is your current ERP vendor?** It's proprietary

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

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**1) Do you have responsibility for Cybersecurity?** yes

**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:** Critical Event Management Data Loss Protection, DevOps Security,

**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):** currently, we have a need to look into managing pam accounts for our class 1 data\_x000d\_areas. currently, we use a corp shared password manager that is not ideal when it comes\_x000d\_to account usage accountability. endpoint security is another area of opportunity for us\_x000d\_to continue to protect as the devices don't reach the corporate network as often as they\_x000d\_normally should.

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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:** Cloud Migration Services, Co-location, Connect Cloud,

**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 are looking for a solution that will provide or users the ability to travel and continue to\_x000d\_perform the work they need to without restrictions on their current hardware. we need a\_x000d\_vdi or virtual app solution that would allow our users to continue working without their\_x000d\_main desktop or laptop. our company has policies in place that prevent users from\_x000d\_traveling abroad with their work asset. this vdi or virtual app will enable to user to work\_x000d\_and access network resources virtually anywhere with an internet connection.

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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? 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:** Big Data Analytics, Data Governance MDM Data Quality,

**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):** being a part of info sec, my responsibility covers many areas and data management is\_x000d\_an important one. the top challenge in this area is having a robust and scalable backup\_x000d\_solution that would give us the opportunity to restore quickly from a malicious event, or\_x000d\_hardware failure/inaccessibility. we are looking for cloud solution with the option of onprem backup as well, but it has to be fast. our current challenge is our solution is cloud\_x000d\_only and takes a very long time to restore. we've found this out the hard way while\_x000d\_needing to restore les from tape and cloud. encryption for the backups while in transit\_x000d\_and at rest is essential.

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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:** APIs, Cloud Open Source

**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):** api security is really important currently for our org. we experience bot scraping a lot\_x000d\_and have to play whack-a-mole with ip's and user agents. we need a solution that can\_x000d\_help thwart malicious trac while preserving and allowing valid trac. we should be\_x000d\_able to congure custom ua's for our trac and also have the ability to block via geo\_x000d\_location rules. also, having a solution that can throttle any type of trac based on rules\_x000d\_that we develop internally.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Company Intranet Hosting, WAN 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 looking to evaluate new sdwan solutions that can compliment our current\_x000d\_network infrastructure while providing reliable and feature rich options to enhance what\_x000d\_will be our primary network. currently, we have many remote locations that need to\_x000d\_connect back to our datacenter for internet and resources. these locations have a\_x000d\_1.5mb t1 connection that has been failing and causing us issues as resources increase\_x000d\_in size and demand. fault tolerance is important as well to help with buffering and\_x000d\_consistent delivery 99.9% of the time.

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**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

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**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

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