TTR Sotheby's International Realty - ttrsir.com - phone: 202.333.1212,

1206 30th St Nw, Washington, DC

Caleb L'Etoile - Director of Information Technology - caleb.letoile@ttrsir.com, phone: 703.828.5959, 2nd phone: 571.225.1988

Other emails: caleb.letoile@ttrsir.com, caleb@ttrsir.com

LinkedIn: https://www.linkedin.com/in/calebletoile

Contact 2 Info: Caleb L'Etoile - Director of Information Technology – caleb.letoile@ttrsir.com, 703.828.5959, 571.225.1988

Contact 2 LinkedIn: https://www.linkedin.com/in/calebletoile

Other emails: caleb.letoile@ttrsir.com, caleb@ttrsir.com

Total annual spend for IT and cybersecurity development measures for your company: 60000

Industry Sector: Professional Services

What are key products or services offered by your company? Real Estate

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

What is the current annual revenue for your organization? $500M-$1B

How many business locations do you maintain company hardware and equipment such as servers…? 10

How many people are in your IT Department? 1

How many people are on your IT security team? 1

Number of Contact Center Seats: 10

What is your current Operating System? Mac OS

Who is your current ERP vendor? DCA

Who is your Cloud Service Provider? AWS

---

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

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 need backup, ransomware, and disaster planning solutions

---

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: ,

THE LEAD⚡TORM

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 cloud solutions issues at the moment

---

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 Customer Experience Optimization Digital Security, Digital Workforce

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): security and customer service improvements are what we need in this area

---

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: , Business Intelligence, Data Integration Access Data Visualization

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 protect our data and also harness it for business intelligence

---

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 need for this

---

6) Do you have responsibility for Communication Systems? yes

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): we are happy with our set up for this

---

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): we are set for this

---

THE LEAD⚡TORM

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): we are set for this

---

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 : 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): interested in hearing about training options