

Dudek - dudek.com - phone: 760.942.5147,  
605 3rd St, Encinitas, CA

Christine Moore - Chief Financial Officer - cmoore@dudek.com, phone: 800.450.1818, 2<sup>nd</sup> phone: 760.479.4873

Other emails: cmoore@dudek.com, ap@dudek.com

LinkedIn: <https://www.linkedin.com/in/christine-moore-7716b712>

Contact 2 Info: Brian N - Chief Information Officer – NA, 858.232.6603, 760.479.4225

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

Other emails: bn@dudek.com, brian.@dudek.com

Total annual spend for IT and cybersecurity development measures for your company: \$4M

Industry Sector: Professional Services

**What are key products or services offered by your company?** From planning, design, and permitting through construction, we help move projects forward through the complexities of regulatory compliance, budgetary and schedule constraints, and conflicting stakeholder interests. We offer more than 50 services across nearly 20 practices to support projects across the United States.

**How many people are employed by your company?** 500-1000 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...?** 18

**How many people are in your IT Department?** 12

**How many people are on your IT security team?** 0

**Number of Contact Center Seats:** 0

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

**Who is your current ERP vendor?** Deltek

**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:** , Application Security and WAF Privileged Access Management 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):** looking to move to more continuous model from current approach of annual pen test and vulnerability scanning. need to evolve our controls to support field staff gaining access to segments of our application landscape; evaluating zero trust need to support hr/legal requests for user behavior monitoring.

---

**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: ,**

**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?: yes**

**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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , BI Dashboard Reporting Business Intelligence, Business Process Management Data Visualization, Data Warehousing,**

**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):**

**bi dashboard reporting**

**business intelligence visualization**

**business process management**

**data warehousing**

---

**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**

---

**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): no**

---

**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, Switching 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):** network refresh

---

**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):** no

---

**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?** 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

---

