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Total annual spend for IT and cybersecurity development measures for your company: About \$80M USD

Industry Sector: High Tech

What are key products or services offered by your company? We are technology engineering services enterprise spread across EU, North America and Asia PAC locations.

How many people are employed by your company? 5000-10,000 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...? 24

How many people are in your IT Department? 250

How many people are on your IT security team? 23

Number of Contact Center Seats: 80

What is your current Operating System? Windows, Linux, Mac

Who is your current ERP vendor? SAP

Who is your Cloud Service Provider? Hybrid

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 - Vulnerability Assessment, Application Security and WAF Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users, Data Loss Protection, Data Center Security, Data Security, DevOps Security Email Security Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR) Fraud Prevention / Transaction Security, Identity Access Management, Multi-factor authentication, Zerotrust Managed Security Service Provider, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Penetration Testing and Simulation, Phishing Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, Security Operations Center - SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response, Third Party Cyber Risk Management, Threat Intelligence Web 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): key upcoming initiatives include:

soar

threat intelligence
iam
pam
siem
mssp
data security
xdr
devops security

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: Backup/Disaster Recovery, Business Intelligence, Cloud Migration Services, Co-location CRM, Dev-Ops, IT Service Management (ITSM), SaaS Management, Storage, Virtual Machines, Virtualization

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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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: Artificial Intelligence Machine Learning Robotic Process Automation (RPA), Workflow and Content Automation

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): the highlighted initiatives across ai/ml, rpa and workflow content automation are planned for the next 2 quarters in 2022.

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 Data Warehousing, Encryption, Hyper-converged Infrastructure (HCI),

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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , Application Architecture Cloud Microsoft Stack, Outsourced Consulting, Outsourced Software / Application Development

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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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: , BYOD Employee Cell Device Management Contact Center Optimization, Contract Management Enterprise Mobility Management Outsourced Consulting Unified Communications, Video Conferencing

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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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, Outsourced Consulting, Routing, SD-WAN, Switching, Team Collaboration Platform, WAN, WIFI, 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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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: Business Intelligence Cloud Enablement, Cloud Workload and Migration, Cybersecurity Services Digital Transformation (Analytics, AI) IT Service Management (ITSM), Staffing / Recruiting, Technology Lifecycle Management, Vendor Evaluations

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): the highlighted initiatives are planned for the next 2 quarters in 2022.

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 Advisory / Analyst Support, IT Asset Management IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Leadership coaching, Staffing - Outsourced staffing - Project based, Staffing - Permanent to hire IT staffing, Staffing - Permanent to hire Cybersecurity staffing,

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): the highlighted initiatives are planned for the next 2 quarters in 2022.
