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**Total annual spend for IT and cybersecurity development measures for your company:** \$400,000.00, but this should be more

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** We offer water drilling services to agricultural, local and federal governments, and private businesses. We also work in the minerals and oil/energy industry.

**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...?** 11

**How many people are in your IT Department?** 1

**How many people are on your IT security team?** 1

**Number of Contact Center Seats:** 1

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

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

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

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**1) Do you have responsibility for Cybersecurity?** 0

**Do you plan to add or expand cybersecurity initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** my priorities are penetration testing and then possibly a mdr, but the latter must be geared towards c-level acceptance. i'd also like to move away from azure backups to an air gap backup and would like to employ zerotrust for all resources. my email security contract ends in january 2023, so i am looking for another provider, but i still have time for this. we are using mfa, but i'd like to explore other options as well since we're only month-to-month with our current solution provider. any siem solution must be geared towards a solutions based offering, rather than inundating me with information because i am stretched thin. if you have a saas solution instead of a managed solution, i would be very interested.

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**2) Do you have responsibility for Cloud software solutions?** 0

**Do you plan to add or expand cloud solution initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

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**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):** same as above. i think i overlapped a bit.

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**3) Do you have responsibility for Digital Solutions?:** 0

**Do you plan to add or expand digital responsibility initiatives in the next 12 months?:** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** i do not have any plans for digital solutions at this time.

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**4) Do you have responsibility for Data Management?** 0

**Do you plan to add or expand data management initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** although bi is something we are exploring, the important thing for me is an air-gapped backup/disaster recovery for our cloud vms.

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**5) Do you have responsibility for Software/Application Development and Management?** 0

**Do you plan to add or expand software / application development initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** i do not have plans for software/application development at this time.

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**6) Do you have responsibility for Communication Systems?** 0

**Do you plan to add or expand communication system initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** our current contract ends in 2/23, so i'm looking now for a new voip system. i am not happy with our current provider.

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**7) Do you have responsibility for Network Systems?** 0

**Do you plan to add or expand network system initiatives in the next 12 months?** 0

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** 0

**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):** i am interested in adding additional providers to our sd-wan since it is not redundant.

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**8) Do you have responsibility for Consulting / Outsourcing? 0**

**Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? 0**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: 0**

**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 currently outsource services for minimal development, azure/o365 support, dynamics sl, and dynamics 365. i am always looking for invested partners.

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**9) Do you have responsibility for IT Leadership, Talent Management and Training? 0**

**Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? 0**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: 0**

**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):** i do not have plans for it leadership, talent management, or training at this time.

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