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**Total annual spend for IT and cybersecurity development measures for your company: 100000**

**Industry Sector: Other**

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

**How many people are employed by your company? 100-250 employees**

**What is the current annual revenue for your organization? \$250M-\$500M**

**How many business locations do you maintain company hardware and equipment such as servers...? 5**

**How many people are in your IT Department? 11**

**How many people are on your IT security team? 4**

**Number of Contact Center Seats: NO**

**What is your current Operating System? Windows 10**

**Who is your current ERP vendor? WorkDay, Yardi**

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

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Cloud Security, Employee monitoring Insider Threat Detection, Fraud Prevention / Transaction Security, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Physical Security - Surveillance and Access Control, Third Party Cyber Risk Management,

**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):** i would like to review alternatives to darktrace and secureworks.

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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? no**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Backup/Disaster Recovery, Help Desk, IoT, Mobility Storage, Virtual Machines,

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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):** i would like to review alternatives to our current help desk software.

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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:** , Data Governance MDM, Data Visualization, Hyper-converged Infrastructure (HCI), Server Storage

**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):** i would like to review data governance as it applies to ny and the rest of the united states.

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**5) Do you have responsibility for Software/Application Development and Management?** no

**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

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**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:** , BYOD Employee Cell Device Management, Cloud based phone systems (VOIP), Contract Negotiations, Enterprise Mobility Management,

**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):** currently we have migrated off of mobile iron to intune. i would like to review other alternatives.

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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:** Hosting, Mobility, SD-WAN, Switching 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):** i would like to review to alternatives to aruba.

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**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:** Cloud Enablement Cybersecurity Services IT Service Management (ITSM) Technology Lifecycle Management,

**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):** i would like to review alternatives to cyber security services other than secureworks.

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**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:** , IT Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Staffing - Staff Retention Workload Prioritization/ Employee Burnout Prevention

**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 would like to review what and how to plan it certifications for example microsoft azure.

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