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Total annual spend for IT and cybersecurity development measures for your company: \$1M

Industry Sector: High Tech

What are key products or services offered by your company? Enterprise Software Product development, Cloud Native / Kubernetes, DevOps, Digital Transformation, Multi-Cloud / Hybrid-Cloud Migrations, Machine Learning, Artificial Intelligence.

- www.EastBancTech.com,

- www.Kublr.com,

- www.Sympli.io.

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

What is the current annual revenue for your organization? Less than \$50M

How many business locations do you maintain company hardware and equipment such as servers...? Washington, DC, Lisbon, Portugal, Academy Town, Russia.

How many people are in your IT Department? Five.

How many people are on your IT security team? One.

Number of Contact Center Seats: Zero.

What is your current Operating System? Any.

Who is your current ERP vendor? Microsoft.

Who is your Cloud Service Provider? Hybrid

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): no

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

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): when looking at my three companies, you will discover that we have mastered cloud native, kubernetes, microservices architectures, containerization, multi- and hybrid-cloud deployments, designops, digital transformation. but we often need assistance in preparing our customers to absorb these capabilities more quickly at scale.

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): when looking at my three companies, you will discover that we have mastered cloud native, kubernetes, microservices architectures, containerization, multi- and hybrid-cloud deployments, designops, digital transformation. but we often need assistance in preparing our customers to absorb these capabilities more quickly at scale.

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): when looking at my three companies, you will discover that we have mastered cloud native, kubernetes, microservices architectures, containerization, multi- and hybrid-cloud deployments, designops, digital transformation. but we often need assistance in preparing our customers to absorb these capabilities more quickly at scale.

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): when looking at my three companies, you will discover that we have mastered cloud native, kubernetes, microservices architectures, containerization, multi- and hybrid-cloud deployments, designops, digital transformation. but we often need assistance in preparing our customers to absorb these capabilities more quickly at scale.

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): no

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): no

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): when looking at my three companies, you will discover that we have mastered cloud native, kubernetes, microservices architectures, containerization, multi- and hybrid-cloud deployments, designops, digital transformation. but we often need assistance in preparing our customers to absorb these capabilities more quickly at scale.

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): no
