

**The Florida Senate** FL, Chief Information Officer

**What state are your headquarters located in:** FL

**Total annual spend for IT and cybersecurity development measures for your company:** 9 Million

**What state are you located in:** FL

**What country are you located in:**

**Industry Sector:** Government (state/local/federal)

**What are key products or services offered by your company?** Legislative and constituent services.

**How many people are employed by your company?** 1000-5000 employees

**What is the current annual revenue for your organization?** \$5B+

**How many business locations do you maintain company hardware and equipment such as servers...?** 42

**How many people are in your IT Department?** 58

**How many people are on your IT security team?** 6

**Number of Contact Center Seats:** 20

**What is your current Operating System?** Windows 2019 / 10/11

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

**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:** Application Security - Vulnerability AssessmentAPI Security,Cloud Security,Critical Event Management,Security Awareness Computer-Based Training for end-users,Data Loss ProtectionDisaster / Backup Recovery,Email Security,Endpoint preventionIdentity Access Management,Multi-factor authentication,Mobile SecurityNetwork Security - Intrusion Prevention Systems,Network Security - Monitoring forensicsOutsourced ConsultingPhishing,Physical Security - Surveillance and Access ControlRansomwareWeb 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):**

ransomware\_x000D\_  
comprehensive endpoint protection\_x000D\_  
cloud security

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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?** 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,Connect Cloud,CRM,Dev-Ops,Document Management SystemsHelp DeskIT Service Management (ITSM),Managed File Transfer,Mobility,SaaS Management,StorageVirtualization

**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):** security\_x000D\_  
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**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:** Digital Customer Experience Optimization,Digital Transformation,Digital Security,Digital WorkforceWorkflow 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):** workflow and content management

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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?** 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,Business Process ManagementData Integration Access,Data WarehousingHyper-converged Infrastructure (HCI),Network and application performance monitoring,Outsourced Consulting,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):** storage life cycle replacement \_x000D\_ data security

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**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:** APIs,Application Architecture,Automation Testing Software,Cloud,DevOpsLow Code Development Platform,Microsoft Stack,MobileOutsourced Consulting,Outsourced Software / Application DevelopmentWeb

**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):** re-engineering legacy \_x000D\_ modernization

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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?** 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,Cloud based phone systems (VOIP),Contact Center OptimizationContract Negotiations,Enterprise Mobility ManagementOutsourced ConsultingUnified 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):** voice lifecycle \_x000D\_ mobile management

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Company Intranet,Mobility,MPLS,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):** replacing



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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** APIs,Application Modernization,Cloud Enablement,Cloud Workload and MigrationDatabase Modernization,IT Service Management (ITSM),QA/TestingStaffing / Recruiting

**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):** quality vendors who can deliver.

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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? 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 Training Software for staff : Cybersecurity,IT Training Software for staff : Software,IT Training Software for staff : IT Operations,Leadership coachingStaffing - Permanent to hire IT staffingStaffing - Staff Retention,Team Efficiency and Effectiveness Training,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):** great resignation support\_x000D\_  
leadership growth\_x000D\_  
team growth

