

**Manatt's Inc - manatts.com - phone: 641.522.9206,**

**1775 Old 6 Rd, Brooklyn, IA**

**Bub Hurst - Operations Manager - bubh@manatts.com, phone: 0, 2<sup>nd</sup> phone: 0**

**Other emails: bubh@manatts.com, bhurst@manatts.com**

**LinkedIn: <https://www.linkedin.com/in/bub-hurst-06596b203>**

**Contact 2 Info: Eric Hodina - Information Technology Operations Manager – erich@manatts.com, 641.990.4890, (641) 522-9206 ext 349**

**Contact 2 LinkedIn: <https://www.linkedin.com/in/eric-hodina-b65410a2>**

**Other emails: erich@manatts.com, ehodina@manatts.com**

**Total annual spend for IT and cybersecurity development measures for your company: 2000000**

**Industry Sector: Other**

**What are key products or services offered by your company?** Concrete and Asphalt paving. Most major roadways in central Iowa have been paved by or had materials provided by Manatt's. We also do residential paving and foundation installations.

**How many people are employed by your company?** 500-1000 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...?** 50+

**How many people are in your IT Department?** 10

**How many people are on your IT security team?** 3

**Number of Contact Center Seats:** 1

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

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

**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:** Mobile Security, Privileged Access 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):** we are in need of a viable mdm for our phones, tablets and laptops. and we are also looking for advancements in pam.

---

**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:** , Help Desk

---

---

**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):** we are searching for a new help desk platform. our contract with the current software is coming to an end and we'd like to change.

---

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

**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):** we are not looking to expand this at the current time.

---

**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:** 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):** we are not looking to expand this at the current time.

---

**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?:** 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):** we are not looking to expand this at the current time.

---

**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 Telecom Expense 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):** we are looking to implement something regarding byod cell management in the coming year. we also would like to attempt to eliminate duplicated telecom expenses. we are currently working on combining our expenses into a single platform, but it is going to take some effort to eliminate unnecessary and duplicate services.

---

**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:** ,

---

---

**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):** we just implemented sd-wan and replaced all of our network switches, wireless aps, etc.

---

**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:** ,

**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 are not looking to expand this at the current time.

---

**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 Asset Management IT Training Software for staff : Cybersecurity IT Training Software for staff : IT Operations,

**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):** we are always looking for additional training options. and we are currently trying to get a viable asset management solution in place.

---

