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**Total annual spend for IT and cybersecurity development measures for your company:** \$2m

**Industry Sector:** Retail

**What are key products or services offered by your company?** Our primary business is the sale and service of Toyota and Infiniti vehicles.

**How many people are employed by your company?** 250-500 employees

**What is the current annual revenue for your organization?** \$100M-\$250M

**How many business locations do you maintain company hardware and equipment such as servers...?** 6

**How many people are in your IT Department?** 3

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

**Number of Contact Center Seats:** 1

**What is your current Operating System?** Win10 Pro

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

**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):** migrating users to mfa services and sso where possible with proprietary systems. further, educating end users on best practices and acceptable use policies.

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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

**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):** converting users to better dr solutions with multiple layers of redundancy.

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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):** not sure what you're asking here. please advise.

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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):** keeping company controls on data instead of personal accounts.

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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):** no

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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):** streamlining customer experience.

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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):** compliance with protocols.

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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**

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**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):** shifting liability to qualified firms.

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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):** advancing internal staff's certifications

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