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**Total annual spend for IT and cybersecurity development measures for your company: 5 million**

**Industry Sector: Banking / Finance**

**What are key products or services offered by your company? Financial lending and services**

**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...? 3**

**How many people are in your IT Department? 50**

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

**Number of Contact Center Seats: 150**

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

**Who is your current ERP vendor? NO**

**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 Assessment API Security, Cloud Security, Data Security, DevOps Security Extended Detection and Response (XDR), Ransomware

**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):** mature and harden security posture for end point protection, ransomware, cloud, and xdr.

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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**

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**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Business Intelligence, Dev-Ops,

**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):** looking to mature and improve our dev-ops capabilities and release quality. also to expand into new advanced analytics with extended business intelligence capabilities.

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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:** Artificial Intelligence Machine Learning, Digital Transformation, Robotic Process Automation (RPA),

**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):** looking to expand rpa capabilities, and ai ml for advanced predictive analytics

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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:** , BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Cleansing, Data Governance MDM Data Quality, Data Visualization

**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):** looking at transformation for data platform capabilities to enable 360 degree customer profile, direct marketing spend, underwriting and credit risk models.

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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, Microsoft Stack

**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):** looking to extend api capabilities to enable to new strategic partnerships.

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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:** ,

**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 planned activities in the near term.

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**7) Do you have responsibility for Network Systems?** no

**Do you plan to add or expand network system initiatives in the next 12 months?** NO

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**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):** no

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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:** Business Intelligence Digital Transformation (Analytics, AI),

**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):** looking at transformation for data platform capabilities to enable 360 degree customer profile, direct marketing spend, underwriting and credit risk models.

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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 Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity,

**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):** skills growth and capabilities for technology team members including certifications as well compliance and security training for all staff . track and improve asset management for security.

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