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Total annual spend for IT and cybersecurity development measures for your company: \$50k

Industry Sector: Government (state/local/federal)

**What are key products or services offered by your company?** We are a municipal Government. We provide public safety, road work, Utilities, Parks Rec and Community Development.

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

**What is the current annual revenue for your organization?** \$50M-\$100M

**How many business locations do you maintain company hardware and equipment such as servers...?** 13

**How many people are in your IT Department?** 11

**How many people are on your IT security team?** 2

**Number of Contact Center Seats:** 3

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

**Who is your current ERP vendor?** Incode - Tyler Technologies

**Who is your Cloud Service Provider?** AWS

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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 Critical Event Management Disaster / Backup Recovery Endpoint detection response (EDR) Identity Access Management, Multi-factor authentication, Zerotrust, Network Security - Firewall Network Security - Monitoring forensics, Penetration Testing and Simulation, Phishing, Physical Security - Surveillance and Access Control Threat Intelligence, User behavior monitoring, Web 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):** trying to implement zero trust, starting mfa and establishing an effective pen testing and security assessments.

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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?** 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:** , Document Management Systems Storage

**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):** i am looking at creating a cloud solution for document retention and availability. we have documents on every property in the city of ardmere. i am looking for a way for employees and citizens to access their data and potentially act upon it.

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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?:** 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):** nothing in the time frame mentioned.

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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 Data Integration Access Data Visualization, Data Warehousing, 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):** i am looking at creating a cloud solution for document retention and availability. we have documents on every property in the city of ardmere. i am looking for a way for employees and citizens to access their data and potentially act upon it.

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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?** 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):** nothing in the time frame mentioned.

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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:** Cloud based phone systems (VOIP) Enterprise Mobility Management, Hosted PBX, Unified 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):** we currently have a cisco call manager and unity voicemail. we are looking to upgrade in the next 3-6 months.

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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?** 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:** Company Intranet, Routing Switching WAN, WIFI,

**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 have a cisco based network. all out 13 facilities are connected by dark fiber. i would like to increase the speed between these sites and also look for some redundancy.

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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?** 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):** nothing in the time frame mentioned.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** nan

**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):** nothing in the time frame mentioned.

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