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Total annual spend for IT and cybersecurity development measures for your company: \$1M

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Cancer Caer and Research

How many people are employed by your company? 500-1000 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...? 15

How many people are in your IT Department? 15

How many people are on your IT security team? 3

Number of Contact Center Seats: 2

What is your current Operating System? Win 10

Who is your current ERP vendor? Microsoft

Who is your Cloud Service Provider? Azure

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 Security Awareness Computer-Based Training for end-users, Data Loss Protection Data Security, DevOps Security, Disaster / Backup Recovery, Email Security, Employee monitoring Insider Threat Detection Endpoint detection response (EDR) Identity Access Management, Multi-factor authentication, ZeroTrust, Network Security - Firewall Network Security - Monitoring forensics, Network Security - Unified Threat Management Penetration Testing and Simulation, Phishing Privileged Access Management Risk Compliance, Security Incident Response, SIEM 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): limited resources. need to automate as many processes as possible

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 Cloud Migration Services Dev-Ops, Document Management Systems, ERP, Help Desk IT Service Management (ITSM), SaaS Management, 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): moving most our services to cloud, either azure or saas

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): not expanding digital solutions

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, BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Business Process Management, Customer Data Platform Data Governance MDM, Data Integration Access, Data Quality, Data Visualization, Data Warehousing, Encryption Network and application performance monitoring 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): moving data to the cloud

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, Application Integration, Application Lifecycle Management, Automation Testing Software, Cloud, DevOps, IoT, Low Code Development Platform, Microsoft Stack, Software Compliance, Web

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): growing software dev team that will need secure dev tools and framework

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): not expanding

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 Network Connectivity Routing, SD-WAN, Switching 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): have a new sd-wan and refreshing all internal switching

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): do not outsource

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, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Leadership coaching, Staffing - Outsourced staffing - Project based Staffing - Permanent to hire Cybersecurity staffing, Staffing - 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): employee recruiting and retention
