

**Allen and Allen** - allenandallen.com - phone: 804.257.7553,  
1809 Staples Mill Road, Richmond, VA

**Karen Hester** - Director of Marketing Strategy - karen.hester@allenandallen.com, phone: 804.353.1200, 2<sup>nd</sup> phone: 804.257.7570

Other emails: karen.hester@allenandallen.com, karenhester@allenandallen.com

LinkedIn: <https://www.linkedin.com/in/kbhester>

**Contact 2 Info: Anne Robinson** - Director of Information Technology – anne.robinson@allenandallen.com, 804.745.1200, 804.353.1200

**Contact 2 LinkedIn:** <https://www.linkedin.com/in/anne-robinson1>

Other emails: anne.robinson@allenandallen.com, annerobinson@allenandallen.com

**Total annual spend for IT and cybersecurity development measures for your company:** not disclosed

**Industry Sector:** Professional Services

**What are key products or services offered by your company?** Legal

**How many people are employed by your company?** 100-250 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...?** 7

**How many people are in your IT Department?** NO

**How many people are on your IT security team?** NO

**Number of Contact Center Seats:** NO

**What is your current Operating System?** NO

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

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

---

**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:** nan

**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):** draas

---

**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, Business Intelligence, IoT Managed File Transfer,

---

---

**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):** multiple providers for cloud, security, and recoverability of data from the cloud, developing bi for better business forecasting, expanding ai access for our clients and users with iot

---

**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):** na

---

**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:** , Business Intelligence Data Quality,

**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):** na

---

**5) Do you have responsibility for Software/Application Development and Management?** no

**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):** no

---

**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):** na

---

**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):** na

---

**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):** na

---

**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:** Leadership coaching, Team Efficiency and Effectiveness Training,

**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):** providing an engaging and expanding focus as the it frontier evolves and current job responsibilities are redefined and require learning and adjusting job requirements.

---

