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

Industry Sector: High Tech

What are key products or services offered by your company? Email

Cell Phones

VOIP phones

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

What is the current annual revenue for your organization? \$250M-\$500M

How many business locations do you maintain company hardware and equipment such as servers...? 40

How many people are in your IT Department? 300

How many people are on your IT security team? 20

Number of Contact Center Seats: 10

What is your current Operating System? Linux

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? Hybrid

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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, Application Security and WAF, API Security, Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users, Data Loss Protection, Data Center Security, Data Security Disaster / Backup Recovery, Email Security, Employee monitoring - Insider Threat Detection, Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR), Endpoint prevention, Fraud Prevention / Transaction Security, Identity Access Management, Multi-factor authentication, Zero trust, Industrial / IoT Security, Managed Security Service Provider Mobile Security, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management Penetration Testing and Simulation, Phishing, Physical Security - Surveillance and Access Control, Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, Security Operations Center - SOC as a Service, Security Rating / Benchmarking, SIEM Third Party Cyber Risk Management, 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):** security awareness compliance

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**2) Do you have responsibility for Cloud software solutions? yes**

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**Do you plan to add or expand cloud solution 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:** Backup/Disaster Recovery,Business IntelligenceCo-locationCRM,Managed File TransferSaaS ManagementVirtual Machines,Virtualization

**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):** 0

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**3) Do you have responsibility for Digital Solutions?:** no

**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):** 0

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Backup/Disaster RecoveryBig Data Analytics,Customer Data Platform,Data Cleansing,Data Governance MDM,Data Integration Access,Data Quality,Data Visualization,Data Warehousing,Network and application performance monitoringServer 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):** 0

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**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):** 0

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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:** Business SMS and MMSCloud based phone systems (VOIP)Contract Management,Hosted PBXVideo 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):** 0

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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

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Company Intranet,Data Center Networking,Hosting,Mobility,MPLS,Network Connectivity,Outsourced Consulting,Routing,SD-WAN,Switching,Team Collaboration Platform,WAN,WIFI,Wireless

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**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):** 0

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**8) Do you have responsibility for Consulting / Outsourcing?** no

**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):** 0

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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:** IT Advisory / Analyst Support, 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 ,Äi Project based, Staffing - Permanent to hire IT staffing, Staffing ,Äi 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):** 0

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