

**Ness Digital Engineering** NJ, CISO

**What state are your headquarters located in:** NJ

**Total annual spend for IT and cybersecurity development measures for your company:** 30 million USD

**What state are you located in:** NJ

**What country are you located in:**

**Industry Sector:** High Tech

**What are key products or services offered by your company?** Please review our website.

**How many people are employed by your company?** 1000-5000 employees

**What is the current annual revenue for your organization?** \$1B-\$5B

**How many business locations do you maintain company hardware and equipment such as servers...?** 20 countries

**How many people are in your IT Department?** 400

**How many people are on your IT security team?** 8

**Number of Contact Center Seats:** 30

**What is your current Operating System?** Windows 10, Linux, Mac

**Who is your current ERP vendor?** SAP

**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, Application Security and WAF, API Security, Cloud Security, Critical Event Management, 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, Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR), Endpoint prevention, Fraud Prevention / Transaction Security, Identity Access Management, Multi-factor authentication, Zerotrust, Industrial / IoT Security, Managed Security Service Provider, Mobile App Security Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management, Outsourced Consulting, Penetration Testing and Simulation, Phishing Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, Security Operations Center – SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR – Security Orchestration Automation and Response, 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):** siem\_x000D\_  
third party vendor management\_x000D\_  
cloud security\_x000D\_  
vulnerability threat mangement\_x000D\_  
zerotrust\_x000D\_  
iam\_x000D\_  
dlp\_x000D\_  
encryption\_x000D\_  
outsourced consulting

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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



**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,CRM,Document Management Systems,ERP,IT Service Management (ITSM),Managed File Transfer,SaaS Management,Storage,Virtual 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):** i have the following projects slated for the next 6 months: \_x000D\_  
bcp/drp \_x000D\_  
cloud migration \_x000D\_  
managed file transfer \_x000D\_  
itsm \_x000D\_  
storage \_x000D\_  
virtualization

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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,Digital Security,Robotic Process Automation (RPA),Workflow and Content Automation

**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 in digital security, rpa, workflow automation and digital transformation.

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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,BI Dashboard Reporting,Big Data Analytics,Business Intelligence,Business Process Management,Data Governance MDMDData Warehousing,Encryption,Hyper-converged Infrastructure (HCI),Network and application performance monitoring,Outsourced Consulting,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):** we need to build capabilities in data analytics, encryption \_x000D\_  
network and application performance monitoring \_x000D\_  
data governance and mdm \_x000D\_  
data warehouse \_x000D\_  
hci \_x000D\_  
outsourced consulting

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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,Application Integration,Automation Testing Software,Cloud,DevOps,Microsoft Stack,Open Source,Outsourced Consulting,Outsourced Software / Application Development,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):** the above projects are slated for 2022 calendar.

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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:** ,BYOD Employee Cell Device Management,Contract Management,Contract Negotiations,Enterprise Mobility Management,Hosted PBX,Outsourced Consulting,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 need to enhance capabilities in the following areas this year: \_x000D\_  
enterprise mobility management \_x000D\_  
contract management \_x000D\_  
byod employee cell device management \_x000D\_  
outsourced consulting

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** ,Network Connectivity,SD-WAN,WAN

**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 need to revamp our investments in the following areas this year: \_x000D\_  
sd-wan \_x000D\_  
network connectivity \_x000D\_  
wan

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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:** Cloud Enablement,Cloud Workload and Migration,Cybersecurity ServicesDigital Transformation (Analytics, AI),Staffing / RecruitingVendor Evaluations

**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):** we have a number of initiatives across the following categories in 2022 budget cycle. \_x000D\_  
cloud enablement \_x000D\_  
cybersecurity services \_x000D\_  
cloud workload and migration \_x000D\_  
staffing / recruiting \_x000D\_  
vendor evaluations \_x000D\_  
digital transformation (analytics, ai)

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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,IT Training Software for staff : SoftwareStaffing - Permanent to hire IT staffing,Staffing – Permanent to hire Cybersecurity staffing,

**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):** we have a number of initiatives to hire talent across technology and cyber security verticals. we are also engaging with third parties to assist with professional certifications for our employees globally.

