

Botprise - botprise.com - phone: 0,
NA, NA, CA

Sushil Abraham - Head of Products - sushil_abraham@bmc.com, phone: 0, 2nd phone: 0

Other emails: sushil_abraham@bmc.com, sabraham@bmc.com

LinkedIn: <https://www.linkedin.com/in/sushil-abraham-5894862>

Contact 2 Info: Oksana Riabichko - Head of Operations – oksana_riabichko@bmc.com, 381000000000, 669.292.4640

Contact 2 LinkedIn: <https://www.linkedin.com/in/oksanariabichko>

Other emails: oksana_riabichko@bmc.com, oriabichko@bmc.com

Total annual spend for IT and cybersecurity development measures for your company: 500000

Industry Sector: Other

What are key products or services offered by your company? DevSecOps Automation

How many people are employed by your company? 50- 100 employees

What is the current annual revenue for your organization? Less than \$50M

How many business locations do you maintain company hardware and equipment such as servers...? 3

How many people are in your IT Department? 8

How many people are on your IT security team? 3

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: Application Security - Vulnerability Assessment API Security, Cloud Security, Critical Event Management Data Loss Protection Data Security, DevOps Security, Disaster / Backup Recovery, Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR), Identity Access Management, Mobile App Security, Penetration Testing and Simulation, Phishing Privileged Access Management, Ransomware Security Incident Response, SIEM, 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): securing the software, securing endpoints, compliance process

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 Dev-Ops,

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): remote access to the cloud, cloud security, cost reduction

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: , Digital Transformation

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): digital transformation as one of the main priorities in the pipeline

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 Encryption

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): encryption, data protection

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: Automation Testing Software DevOps Software Compliance,

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): software compliance, devops

6) Do you have responsibility for Communication Systems? no

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): no

7) Do you have responsibility for Network Systems? no

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): no

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: Cybersecurity Services,

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):
cybersecurity

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 Certificates, IT Training Software for staff : Cybersecurity,

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): mostly it\ç,Ç",Ñçs around security work
