

Deloitte - deloitte.com - phone: 615.882.7270,

30 Rockefeller Plaza, New York, NY

Mark Lamelza - Operations Leader, Technology Operations Center Video Conferencing Operations Center -
mlamelza@deloitte.com, phone: 0, 2nd phone: 615.882.6751

Other emails: mlamelza@deloitte.com, mark@deloitte.com

LinkedIn: <https://www.linkedin.com/in/mark-lamelza-6912b110>

Contact 2 Info: Mary Jane Sedor - Information Technology Services East Region Technology Operations Leader
– msedor@deloitte.com, 212.492.4770, 212.489.1600

Contact 2 LinkedIn: <https://www.linkedin.com/in/mary-jane-sedor-a031487>

Other emails: msedor@deloitte.com, sm@deloitte.com

Total annual spend for IT and cybersecurity development measures for your company: 50000000

Industry Sector: Professional Services

What are key products or services offered by your company? Accounting, Consulting, Advisory services

How many people are employed by your company? 10,000+ employees

What is the current annual revenue for your organization? \$5B+

How many business locations do you maintain company hardware and equipment such as servers...? 100

How many people are in your IT Department? 3000

How many people are on your IT security team? 100

Number of Contact Center Seats: 500

What is your current Operating System? Windows, Linux

Who is your current ERP vendor? SAP

Who is your Cloud Service Provider? AWS

1) Do you have responsibility for Cybersecurity? no

Do you plan to add or expand cybersecurity 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: 0

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): no

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: , Business Intelligence, Cloud Migration Services Connect Cloud ERP, IT Service Management (ITSM), SaaS Management, 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): currently in the

middle of migrating the majority of our internally hosted applications to the cloud (split between aws, azure, and gcp). we will be shifting the gcp applications from gcve (google cloud vm ware) to aws and azure as well. looking to invest in more tools to handle cloud billing to our customers, improve visibility and transparency around cloud financial reporting, and improve our efficiencies in our cloud environments.

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 Customer Experience Optimization, Digital Transformation, 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): currently expanding our use of ai and rpa technology. trying to increase identification of use cases and improve utilization for greater efficiencies.

4) Do you have responsibility for Data Management? no

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: 0

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): no

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: Application Integration, Application Lifecycle Management Cloud, DevOps, Microsoft Stack

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): continue with our cloud migration of applications from our internally hosted environments to the cloud. look to optimize the architecture to have apps run more efficiently and utilize cloud tools more effectively.

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: Cloud Enablement, Cloud Workload and Migration

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): continue to focus on cloud enablement and rearchitecting applications.

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 Staffing - Outsourced staffing - Project based, Staffing - Staff Retention

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): focus on it asset management along with software asset management.
