

PublicRelay, Inc. VA, CTO

What state are your headquarters located in: VA

Total annual spend for IT and cybersecurity development measures for your company: 800,000

What state are you located in: VA

What country are you located in:

Industry Sector: High Tech

What are key products or services offered by your company? We offer a media monitoring service, with AI powering it ,augmented by humans-in-the-loop for accuracy. Our Fortune500 clients benefit from insights as to how their brand, their products, and how their competition are viewed in media (online, offline, and social)

How many people are employed by your company? 100-250 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...? 2

How many people are in your IT Department? 2

How many people are on your IT security team? 2

Number of Contact Center Seats: 0

What is your current Operating System? Linux, macOS, Windows

Who is your current ERP vendor? 0

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,DevOps SecurityNetwork Security - FirewallNetwork Security - Monitoring forensicsRisk Compliance,Security Rating / BenchmarkingWeb 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): some of our clients are asking about our soc2 compliance. we're currently fugue customers, but would be interested to know about alternatives.

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: Cloud Migration ServicesDev-Ops,Storage,Virtual Machines,

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): our deployed footprint on aws is about 70 machines for production. each month we spin up another replica of production, for testing. i'm interested in knowing if there are vendors who can help with that burden

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

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 ReportingBusiness IntelligenceData Quality,Data VisualizationNetwork and application performance monitoring

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 are aws customers and have been "fairly content" with the disaster recovery that snapshots afford. we are also tableau customers, but as our size grows, there may be an opportunity for a well-positioned competitor to sway us from that technology.

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 Architecture,Application IntegrationAutomation Testing Software,Cloud,DevOps,Open SourceOutsourced Software / Application Development

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): we use an in-house development team at present, but may have some code that can be packaged up as microservices, and farmed out for outsourcing. unfortunately, being in the washington, dc area, there is some sensitivity about how much outsourcing we can do. strong interest in understanding automated testing solutions.

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): we have no immediate plans to expand our communication services.

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): we have no immediate plans to expand our network services.

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: IT Service Management (ITSM)Software / Application Development,

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 *may* be approaching the size where outsourcing it services would make sense. we have offices in the us as well as dublin. i would want to talk with vendors who could support an international presence. for application development, as answered earlier, we have some sensitivities about who we can hire based on our proximity to washington, dc, and some of our clientele.

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 Asset Management,

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 are customers of vcom and knowbe4

