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Total annual spend for IT and cybersecurity development measures for your company: 1.2 M usd

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? Armstrong makes it easier for you with a Roadmap to Decarbonization, tailored for your facilities and industry.
As the call to combat climate change gains momentum and the world moves towards decarbonization, net zero has become our shared destination. Many companies are unsure of how to move forward and want a pragmatic, ready-to-implement solution. Although there is a systematic methodology to decarbonization, what's right for one facility may be wrong for another. Armstrong is here to do what's right for you.

How many people are employed by your company? 1000-5000 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…? 17

How many people are in your IT Department? 24

How many people are on your IT security team? 2

Number of Contact Center Seats: 0

What is your current Operating System? WINDOWs

Who is your current ERP vendor? IFS

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: Data Loss Protection Employee monitoring Insider Threat Detection, Fraud Prevention / Transaction Security, Zerotrust, Network Security - Firewall Network Security - Monitoring forensics, Penetration Testing and Simulation, Privileged Access Management, Security Incident Response Security Rating / Benchmarking, Third Party Cyber Risk Management User behavior monitoring,

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): i have just

gotten budget approval for several cyber security programs that will fill out our new fy initiatives.
pam, zero trust, 2fa for our erp system,

other topics to be considered for deployment within the next 12 months are

improving patch maintenance
new incident response procedures with table top exercise session.
encryption at rest
selecting a new wifi solution

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: Connect Cloud, Document Management Systems IT Service Management (ITSM), 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): we have a hybrid cloud infrastructure architecture currently. our on premise compute and storage is reaching end of support soon and i am first thinking to leverage more of the public cloud rather than repurchase on premise hardware every 5 years.

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 Security Robotic Process Automation (RPA),

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): rpa is very interesting and i have started some povs but the supplier isn't following thru with the pov, therefore i am open again to understanding how this technology can be deployed in my environment.

 ai - we have a new acquisition that started to use ai /ml for grading the quality of certain collectible items. the costs were not controlled and we are now stuck with not being able to complete the project. it would be good to get an open optionion as to how another firm would tackle completing this work.

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: Business Process Management Encryption, Hyper-converged Infrastructure (HCI), Network and application performance monitoring 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): if the cloud analysis doesn't some back as the first choice infrastructure architecture, we will continue with   on premise dc upgrade. hyper-converged systems are our first choice but i am open to tradition infrastructure if i can get more than 5 years of life...some style of evergreen ...

5) Do you have responsibility for Software/Application Development and Management? no

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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): no

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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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Cloud based phone systems (VOIP), 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 must purchase a minimum of 8 medium size conf room units that are capable of running ms teams meetings.

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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: WIFI, Wireless

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): i must select and deploy a new wifi system globally

200 aps is my estimate.

i do not want a controller based system any more.

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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: Digital Transformation (Analytics, AI) 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): rpa and ai project will require consultants

our erp upgrade will also require some consultants.

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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

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): this is more of a need in the area of secession preparation which is still over 4-5 years away.

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