Morgan Stanley   - morganstanley.com - phone: 212.761.4000,

100 Middle St, Portland, NY

Hansel Espinal - Executive Director - hansel.espinal@morganstanley.com, phone: 914.225.4644, 2nd phone: 212.276.1925

Other emails: hansel.espinal@morganstanley.com, hansele@morganstanley.com

LinkedIn: https://www.linkedin.com/in/hansel-espinal-38296915

Contact 2 Info: Hilal Khan - Executive Director - Network Security – hilal.khan@morganstanley.com, 212.537.2162, 646.536.0739

Contact 2 LinkedIn: https://www.linkedin.com/in/hilal-khan-169278195

Other emails: hilal.khan@morganstanley.com, khahi@morganstanley.com

Total annual spend for IT and cybersecurity development measures for your company: 400 Million

Industry Sector: Banking / Finance

What are key products or services offered by your company? Financial and Broakage 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…? 600

How many people are in your IT Department? 20000

How many people are on your IT security team? 2000

Number of Contact Center Seats: 1500

What is your current Operating System? Windows and Linux

Who is your current ERP vendor? Cant Disclose

Who is your Cloud Service Provider? NO

---

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 Secutiry, Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users, Data Loss Protection Data Security, Email Security, Employee monitoring Insider Threat Detection, Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR), Identity Access Management Zerotrust Mobile Security Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Penetration Testing and Simulation Physical Security - Surveillance and Access Control, Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response Security Rating / Benchmarking SOAR - Security Orchestration Automation and Response, Third Party Cyber Risk Management,

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): cloud_x000d_
ransomware_x000d_
business impact

---

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, Help Desk IT Service Management (ITSM)

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):
integration_x000d_
security monitoring

---

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 Workforce 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): time to market

---

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: Big Data Analytics, Customer Data Platform Data Governance MDM, Data Integration Access, Data Quality Hyper-converged Infrastructure (HCI),

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): lineage, security, ilm

---

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Application Integration, Cloud

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): security management - visibility into components

---

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? 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: , Mobility

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): security - rdp/remote access etc

---

8) Do you have responsibility for Consulting / Outsourcing? yes

Do you plan to add or expand consulting / outsourcing 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: Cloud Enablement, Cloud Workload and Migration Database Modernization, IT Service Management (ITSM),

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): asset management and cloud workload migration

---

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 Training Software for staff : Cybersecurity IT Training Software for staff : IT Operations,

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): upskill staff

---