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**Total annual spend for IT and cybersecurity development measures for your company:** 1.5 million dollars

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** Coal

**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...?** 11

**How many people are in your IT Department?** 5

**How many people are on your IT security team?** 1

**Number of Contact Center Seats:** 25

**What is your current Operating System?** Windows 10 and macOS Monterey

**Who is your current ERP vendor?** Workday

**Who is your Cloud Service Provider?** Azure

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**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 ProtectionData SecurityDisaster / Backup Recovery,Email Security,Employee monitoring - Insider Threat DetectionEndpoint detection response (EDR)Endpoint preventionIdentity Access Management,Multi-factor authenticationIndustrial / IoT SecurityPhishing,Ransomware

**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):** need a holistic approach from a managed service provider to assist with disaster backup, business continuity, endpoint protection, ransomware, phishing, email security, mfa and identity access management.

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**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 RecoveryCloud Migration ServicesIoTManaged File Transfer,Storage

**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 are just starting our cloud initiatives but need assistance with backup/disaster recovery and iot. possibly storage and managed file transfer as well.

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**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

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**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):** 0

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

**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):** 0

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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:** Unified Communications, 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):**  
challenges with unified communications and video conferencing solutions.

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**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):** 0

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**8) Do you have responsibility for Consulting / Outsourcing?:** no

**Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months?:** no

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

**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): 0**

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**9) Do you have responsibility for IT Leadership, Talent Management and Training? no**

**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: 0**

**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): 0**

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