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**Total annual spend for IT and cybersecurity development measures for your company: 5000000**

**Industry Sector: Travel / Hospitality / Recreation / Entertainment**

**What are key products or services offered by your company?** Travel services for upscale clients and specially designed travel gear.

**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...?** 100

**How many people are in your IT Department?** 15

**How many people are on your IT security team?** 3

**Number of Contact Center Seats:** 1000

**What is your current Operating System?** Microsoft windows

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

**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:** , Application Security and WAF, API Security, Cloud Security 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) Endpoint prevention, Multi-factor authentication, Zerotrust Managed Security Service Provider, Mobile App Security Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management Physical Security - Surveillance and Access Control, Security Operations Center - SOC as a Service 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):** provide a safe environment for our scattered workforce to work from home, at the office, or on the road.

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**2) Do you have responsibility for Cloud software solutions?** yes

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**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, Business Intelligence, Cloud Migration Services, Co-location, Connect Cloud, CRM Document Management Systems, ERP, IT Service Management (ITSM), Managed File Transfer, Mobility, SaaS Management, 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 trying to move the entire enterprise to the cloud which is an enormous task considering we have millions of files that have to be moved, some quite lengthy.

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**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 Consulting, Digital Customer Experience Optimization, Digital Transformation, Digital Security, 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):** our current disjointed array of records must be digitized for rapid access to glean useful information for both sales and marketing along with our ai initiatives.

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**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 Reporting, Big Data Analytics, Business Intelligence, Data Integration Access Data Visualization, Data Warehousing, Network 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 have a wealth of information hidden in our treasure trove from clients, suppliers and the internet that needs to be tied together to make better predictions on helping clients have the best outcome from the time the first contact us until they return home.

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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):** 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:** , BYOD Employee Cell Device Management, Outsourced Consulting Unified Communications,

**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 need

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a unified communication platform that allows anyone in our network to easily reach a specific person or someone that can help them with any questions.

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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:** Company Intranet, Mobility Network Connectivity, Outsourced Consulting,

**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):** our workforce is always mobile, and we want to provide the latest tools for their use.

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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), Digital Worker

**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 need expert advice in our digital transformation process.

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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:** nan

**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):** no

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