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Total annual spend for IT and cybersecurity development measures for your company: about \$500,000,000 world wide

Industry Sector: Professional Services

What are key products or services offered by your company? We are a Managed Service Provider for large enterprises in the US and around the world.

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...? thousands

How many people are in your IT Department? 10,000+

How many people are on your IT security team? A large number

Number of Contact Center Seats: A very large number

What is your current Operating System? Most from current to old

Who is your current ERP vendor? SAP

Who is your Cloud Service Provider? AWS

1) Do you have responsibility for Cybersecurity? 0

Do you plan to add or expand cybersecurity initiatives in the next 12 months? 0

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 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): any threats coming along everyday - identifying weakness and breaches before they really have time to do any damage - proactive

2) Do you have responsibility for Cloud software solutions? 0

Do you plan to add or expand cloud solution initiatives in the next 12 months? 0

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 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 continue to assist our customers in moving to the cloud as well as to move our company's data to the cloud. we work with aws, azure, and google currently. security is always one of our top concerns.

3) Do you have responsibility for Digital Solutions?: 0

Do you plan to add or expand digital responsibility initiatives in the next 12 months?: 0

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 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): are are always looking for ways to automate our workflow and to provide better management between hybrid clouds and on premise systems as we migrate systems and their ongoing maintenance always looking for better proactive management. security is always one of our top concerns.

4) Do you have responsibility for Data Management? 0

Do you plan to add or expand data management initiatives in the next 12 months? 0

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): are are always looking for ways to automate our workflow and to provide better management between hybrid clouds and on premise systems as we migrate systems and their ongoing maintenance always looking for better proactive management. security is always one of our top concerns.

5) Do you have responsibility for Software/Application Development and Management? 0

Do you plan to add or expand software / application development initiatives in the next 12 months? 0

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 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): are are always looking for ways to automate our workflow and to provide better management between hybrid clouds and on premise systems as we migrate systems and their ongoing maintenance always looking for better proactive management. security is always one of our top concerns.

6) Do you have responsibility for Communication Systems? 0

Do you plan to add or expand communication system initiatives in the next 12 months? 0

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 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? 0

Do you plan to add or expand network system initiatives in the next 12 months? 0

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 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): no

8) Do you have responsibility for Consulting / Outsourcing? 0

Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? 0

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 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): no

9) Do you have responsibility for IT Leadership, Talent Management and Training? 0

Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? 0

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): no
