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Total annual spend for IT and cybersecurity development measures for your company: 2 Million

Industry Sector: Banking / Finance

What are key products or services offered by your company? We are a retail and commercial bank

How many people are employed by your company? 500-1000 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...? 2

How many people are in your IT Department? 30

How many people are on your IT security team? 3

**Number of Contact Center Seats: 30** 

What is your current Operating System? Microsoft

Who is your current ERP vendor? NO

Who is your Cloud Service Provider? Hybrid

# 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: API Security, DevOps Security Email Security, Identity Access Management, Multi-factor authentication, Zerotrust, Privileged Access 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): i am looking to prepare for an iam initiative and would like to talk to some iam vendors. this is initiative is part of an overall zerotrust initiative i'm working on. \_x000d\_

x000d

i would also like to focus on pam and talk to some vendors that would offer this sort of solution. \_x000d\_

i would like to talk to some vendors that offer a mfa solution that integrates well with ad making for a good end user experience. x000d



x000d

i would also like to talk to some vendors on api security and devops security.

### 2) Do you have responsibility for Cloud software solutions? no

Do you plan to add or expand cloud solution 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 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): no

## 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): no

### 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: nan

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): no

## 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

### 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? 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): no

### 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: APIs Cybersecurity Services 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): i would like to talk to someone about outsourcing patch management\vulnerability management.

### 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 Asset Management Staffing - Permanent to hire Cybersecurity staffing,

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): cybersecurity staffing is my biggest challenge right now. or just look to outsource some specific functions such as vulnerability management to a 3rd party. or other tasks to be discussed.



