

APL Logistics - aplogistics.com - phone: 602.457.4297,

17600 N Perimeter Dr, Scottsdale, AZ

Doug Kindrick - Director, IT Applications - doug_kindrick@aplogistics.com, phone: 925.890.0789, 2nd phone: 602.357.9059

Other emails: doug_kindrick@aplogistics.com, doug.kindrick@apll.com

LinkedIn: <https://www.linkedin.com/in/dougkindrick>

Contact 2 Info: Marc Ortega - Director IT, Information Security – marc_ortega@aplogistics.com, 623.680.2817, 602.357.9072

Contact 2 LinkedIn: <https://www.linkedin.com/in/marc-ortega-cissp-b4244827>

Other emails: marc_ortega@aplogistics.com, marc.ortega@aplogistics.com

Total annual spend for IT and cybersecurity development measures for your company: \$55M

Industry Sector: Transportation

What are key products or services offered by your company? We are a global company that handles the process of getting our customers' products from point A to point B. We also provide 3PL and 4PL service from our warehouses.

How many people are employed by your company? 5000-10,000 employees

What is the current annual revenue for your organization? \$1B-\$5B

How many business locations do you maintain company hardware and equipment such as servers...? We have 2 datacenters, Dallas, TX and Singapore. We also have servers in some business locations around the globe.

How many people are in your IT Department? 130

How many people are on your IT security team? 4

Number of Contact Center Seats: I don't understand this question

What is your current Operating System? Mostly Windows 10 11.

Who is your current ERP vendor? SAP

Who is your Cloud Service Provider? Azure

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, Cloud Security, Critical Event Management Employee monitoring Insider Threat Detection Zerotrust Penetration Testing and Simulation Ransomware, Security Operations Center - SOC as a Service,

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): we are currently evaluating soc as a service, penetration testing, vulnerability management. we are looking to move to a zero trust environment in the next 24 months. we are always concerned with ransomware and insider threats.

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: Cybersecurity Services,

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): as mentioned above we are evaluating soc as a service, penetration testing, and vulnerability management. these could be done with consulting or outsourcing companies.

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 Certificates Staffing - Staff Retention

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 real initiatives in the next six months.
