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Total annual spend for IT and cybersecurity development measures for your company: 1000000

Industry Sector: Other

What are key products or services offered by your company? Own and manage office buildings in DC, Virginia, Maryland, Boston and Austin Texas

How many people are employed by your company? 100-250 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...? 3

How many people are in your IT Department? 40

How many people are on your IT security team? 5

Number of Contact Center Seats: MSP

What is your current Operating System? MS

Who is your current ERP vendor? Oracle

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: , Email Security Industrial / IoT Security Network Security - Firewall, Penetration Testing and Simulation Physical Security - Surveillance and Access Control, Security Operations Center - SOC as a Service User behavior monitoring,

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): would like to see a casb solution that integrates existing and new solutions

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: , Business Intelligence, IoT,

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 roll out cloud based managed iot solutions for our buildings

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,

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): we are looking for ai and ml solutions for our building management systems

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: , BI Dashboard Reporting, Big Data Analytics

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 are data junkies and always looking for better ui and ux solutions

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

Do you plan to add or expand software / application development 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 Application Integration, IoT

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): we built our own mobile application but need it to integrate with many other systems that are associated with our buildings

6) Do you have responsibility for Communication Systems?: yes

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): not looking to add or change anything

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, WAN, WIFI,

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): going to replace fire walls and build new converged networks in our new developments

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

Do you plan to add or expand consulting / outsourcing 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 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 already have consultants for the projects we have in the pipeline

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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , IT Training Software for staff : Cybersecurity, Leadership coaching

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): looking for staff training as well as company wide security training
