Triton Networks, LLC.   **- tritonnet.com - phone: 0,**

0, TX

0 - 0 - 0, phone: 0, 2ⁿᵈ phone: 0

Other emails: 0, 0

LinkedIn: 0

Contact 2 Info: 0 - 0 – 0, 0, 0

Contact 2 LinkedIn: 0

Other emails: 0, 0

Total annual spend for IT and cybersecurity development measures for your company: Not able to share numbers at this point. But this is a major priority for the company.

Industry Sector: High Tech

What are key products or services offered by your company? Managed Services
Internet
Data
Voice
Security
Mobility
IOT

How many people are employed by your company? 0-50 employees

What is the current annual revenue for your organization? Less than $50M

How many business locations do you maintain company hardware and equipment such as servers…? 132

How many people are in your IT Department? 7

How many people are on your IT security team? 2

Number of Contact Center Seats: 320

What is your current Operating System? Microsoft

Who is your current ERP vendor? non

Who is your Cloud Service Provider? 0

---

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: ,Cloud SecurityData Center Security,Disaster / Backup Recovery,Email Security,Employee monitoring - Insider Threat DetectionEndpoint detection response (EDR),Extended Detection and Response (XDR),Endpoint prevention,Multi-factor authentication,Zerotrust,Industrial / IoT Security,Managed Security Service Provider,Mobile App Security,Mobile Security,Network Security - Firewall,Network Security - Intrusion Prevention Systems,Network Security - Monitoring forensics,Network Security - Unified Threat Management,Outsourced ConsultingSecurity Operations Center - SOC as a ServiceSIEM,SOAR - Security Orchestration Automation and Response

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): as a managed services and network services provider, we focus on managing and maintaining a secure network across a company's infrastructure. as we continue to expand these services and customer offerings, we find that we have gaps in automation and response capabilities to extend our service offerings to the next level of security for our customers. in order to continue to provide

THE LEAD⚡TORM

secure network security, we need to find partners that can enable us to filter out the noise on the network, automate remediation and update policies across all customer managed devices as needed.

---

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: Backup/Disaster RecoveryCloud Migration Services,Co-location,IoT,IT Service Management (ITSM)Mobility,SaaS Management,

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 working on our integration platform that enables an end to end view of business applications, communications and network services. we have several partnerships that allow us to manage services across many different technologies. we are looking for a partner that can enable our platform to provide a secure integration platform services across our client portfolio.

---

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

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: ,Digital TransformationDigital Workforce

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 not focused on digital changes at this time.
we do have internal initiatives that are a part of our development and strategy, but priorities are yet to be defined.

---

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 ReportingBusiness IntelligenceCustomer Data Platform,Data Integration Access,Hyper-converged Infrastructure (HCI),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 are working on our integration platform that enables an end to end view of business applications, communications and network services. we have several partnerships that allow us to manage services across many different technologies. we are looking for a partner that can enable our platform to provide a secure integration platform services across our client portfolio.

---

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: APIsApplication Integration,CloudIoTOpen Source

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 are working on our integration platform that enables an end to end view of business applications, communications and network services. we have several partnerships that allow us to manage services across many different technologies. we are looking for a partner that can enable our platform to provide a secure integration platform services across our client portfolio.

THE LEAD⚡TORM

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: Contract Management,

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 are not focused on making major changes at this time.
we do have internal initiatives that are a part of our development and strategy, but priorities are yet to be defined.

---

7) Do you have responsibility for Network Systems? yes

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): we are not focused on wholesale network changes at this time. we are constantly evolving in this area, and moving to the next level in orchestration and cloud based services.
we do have internal initiatives that are a part of our development and strategy, but priorities are yet to be defined.

---

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: ,

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): cloud, security and integration opportunities. mobility and iot are becoming growth areas for us and we have been consulting more and more on these topics as this space grows.

---

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 Asset Management,IT Certificates,IT Training Software for staff : CybersecurityIT Training Software for staff : IT Operations,Leadership coaching,Team Efficiency and Effectiveness Training,Workload Prioritization/ Employee Burnout Prevention

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): many local initiatives to increase employee awareness and focus on it priorities and training needs.

THE LEAD⚡TORM