Del Real Foods   - delrealfoods.com - phone: 951.681.0395,

11041 Inland Ave, Mira Loma, CA

Tom Cooper - Director of Engineering - tcooper@delrealfoods.com, phone: 405.300.6780, 2nd phone: 402.209.4666

Other emails: tcooper@delrealfoods.com, tomcooper@delrealfoods.com

LinkedIn: https://www.linkedin.com/in/tom-cooper-6873577a

Contact 2 Info: Sally Goodale - Director of Information Technology – sally@delrealfoods.com, 909.923.7426, 626.271.5031

Contact 2 LinkedIn: https://www.linkedin.com/in/sally-goodale-3649663

Other emails: sally@delrealfoods.com, sgoodale@delrealfoods.com

Total annual spend for IT and cybersecurity development measures for your company: 1200000

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? Ready-to-eat packs such as Carnitas, Tamales, Mexican Rice, Beans, etc.

How many people are employed by your company? 250-500 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? 4

How many people are on your IT security team? 1

Number of Contact Center Seats: 0

What is your current Operating System? Windows

Who is your current ERP vendor? Microsoft

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: Data Security Endpoint detection response (EDR) Endpoint prevention Mobile Security Network Security - Intrusion Prevention Systems Network Security - Unified Threat Management Penetration Testing and Simulation Threat Intelligence

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): infrastructure pen test

---

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

---

THE LEAD⚡TORM

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Backup/Disaster Recovery, Help Desk IT Service Management (ITSM)

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): local hosts are aging. what can we move them all into the cloud? what has to be on premise? costs and benefits? other requirements if moving more into cloud?

---

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): interested in machine vision technology to capture production data.

---

4) Do you have responsibility for Data Management? yes

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: 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): we will continue developing bi reports, enhancing business process and ensuring data quality.

---

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? 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): maybe some light weight development with power app

---

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): need to improve the quality issues of teams conference calls: audio drops and screen sharing delays.

---

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: ,

---

THE LEAD⚡TORM

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): update firmware of the existing access points and the controller software

---

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): looking into managed security. need to understand the value of such services.

---

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 IT Training Software for staff : IT Operations,

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): maybe

---

THE LEAD⚡TORM

THE LEAD⚡TORM