

**The Sun Valley Group** CA, IT Director

**What state are your headquarters located in:** CA

**Total annual spend for IT and cybersecurity development measures for your company:** \$500,000

**What state are you located in:** CA

**What country are you located in:**

**Industry Sector:** Other

**What are key products or services offered by your company?** Fresh Cut Flowers to Wholesale, Mass Market, and direct to consumer markets

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

**What is the current annual revenue for your organization?** \$50M-\$100M

**How many business locations do you maintain company hardware and equipment such as servers...?** 2

**How many people are in your IT Department?** 0

**How many people are on your IT security team?** 0

**Number of Contact Center Seats:** 0

**What is your current Operating System?** 0

**Who is your current ERP vendor?** 0

**Who is your Cloud Service Provider?** Azure

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**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:** ,Security Awareness Computer-Based Training for end-users,Endpoint detection response (EDR),Multi-factor authentication,

**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 looking at alternative edr solutions. while the solution that we're currently working with does detection and response well, it does not have a solid remediation plan.\_x000D\_

\_x000D\_ we are also looking into some type of security awareness training for our administrative and executive staff. with their high-level access, they need to be aware of the security risks before it becomes a problem.\_x000D\_

\_x000D\_ we've begun a process of implementing mfa for certain high-profile accounts. as we start leveraging mfa for more and more services, it can be a challenge to manage them all. it would also be good to be able to roll this out to the entire administrative and executive staff as well.

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**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:** ,Document Management Systems,ERP,

**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 have become painfully aware this past year that our physical file storage system is inadequate to help us manage and make meaningful our ap and ar data. we have a plethora of information that could be made available to the executive team if we could get this into a digital format, allowing for analytics on the data, and minimize the time ap spends hand-keying data.\_x000D\_

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additionally, we're evaluating replacing our current accounting system with something new. presently we're using microsoft dynamics 2009, which is in need of upgrading or replacement. we're looking at evaluating solutions during the spring and early summer with the hopes of implementing something by the end of the year.

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**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:** Robotic Process Automation (RPA),

**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 a floral agriculture business, but a lot of processes throughout our organization are considered manufacturing. i believe there is great opportunity for expansion in automated functions where we're spending large amounts of human capital right now.

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**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:** 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):** 0

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**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):** 0

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

**Do you plan to add or expand communication 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:** ,BYOD Employee Cell Device 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):** with the advent of everyone having a cell phone, we are contemplating a byod policy for our teams. doing so will open a litany of control concerns and we're looking for solutions to help us mitigate our risks.

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**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): 0

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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: Software / Application Development,

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 have some outdated software for our scanning devices that will need to be replaced. the system collects data (on and offline) and uploads that data into a queueing server, which is then processed into our main database. the scanning software was written for mc75 scanners that have gone end-of-life. we would like to replace this with a newer scanning solution that connects to our current system but is modernized for android/ios devices.

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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: nan

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): 0

