Gabe's-gabes.net-phone: 0,

0, WV

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: 8M

Industry Sector: Retail

What are key products or services offered by your company? Discount retailer

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

What is the current annual revenue for your organization? \$500M-\$1B

How many business locations do you maintain company hardware and equipment such as servers...? 140

How many people are in your IT Department? 30

How many people are on your IT security team? 1

Number of Contact Center Seats: 8

What is your current Operating System? Windows

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? AWS

1) Do you have responsibility for Cybersecurity? yes

Do you plan to add or expand cybersecurity 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: Application Security - Vulnerability Assessment, Application Security and WAFCloud SecurityEncryption,

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): potential to become a public company in the future and preparing it for that possibility.

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: 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): no challenges at this time. interested in saas management as we look more towards these tools in the future.

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: ,

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): not pursuing much in this space.

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 Intelligence,Data Visualization,Data Warehousing,

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 continue to grow and need to evolve our overall data management strategies.

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: ,Application Lifecycle Management,Automation Testing Software Compliance,

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): potential to become a public company in the future and preparing it for that possibility.

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): no challenges in this space.

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): no challenges in this space at this time. thx

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: Business Intelligance, Database Modernization QA/Testing

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): potential to become a public company in the future and preparing it for that possibility.

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: Software, IT Training Software for staff: IT Operations, Leadership coaching Staffing - Permanent to hire IT staffing

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): trying to mature team and upskill over the coming years.

