

**Seyer Industries** MO, IT Manager

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

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

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

**What country are you located in:**

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** Commercial Aerospace, DOD support equipment

**How many people are employed by your company?** 100-250 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...?** 4

**How many people are in your IT Department?** 2

**How many people are on your IT security team?** 2

**Number of Contact Center Seats:** 0

**What is your current Operating System?** Windows 10 and Server 2019

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

**Who is your Cloud Service Provider?** 0

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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:** ,Multi-factor authenticationPrivileged Access ManagementRisk Compliance,

**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):** still having issues finding a good option for multi-factor authentication, also need to work on controlling our privileged users and what they access and how, we also have ongoing compliance with nist 800-171 and cmmc level 3 and need help continuing compliance and risk management.

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**2) Do you have responsibility for Cloud software solutions?** no

**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:** ,

**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):** 0

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**3) Do you have responsibility for Digital Solutions?:** no

**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):** 0

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**4) Do you have responsibility for Data Management?** no

**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?** no

**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?** no

**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):** this will become an issue and we do not have a solution in place to manager byod currently.

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** SD-WAN,

**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):** looking seriously at sd-wan for this next year. i still do not truly understand what sd-wan is but i know i will need it to keep my phones working and supporting 100% uptime.

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**8) Do you have responsibility for Consulting / Outsourcing?** no

**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):** 0

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Leadership coaching, Staffing - Outsourced staffing – Project based,

**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):** i am looking for some leadership coaching for myself to improve my abilities, i am also looking to hire some outsourced project-based staff.

