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

Industry Sector: Other

What are key products or services offered by your company? Telecommunications, Unified Communications, Contact Centers, Digital Transformation, Omnichannel contact center solution, Private, Public and Hybrid Cloud deployment, Data Analytics, Al and ML to solve unique Contact Center use cases.

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

What is the current annual revenue for your organization? \$1B-\$5B

How many business locations do you maintain company hardware and equipment such as servers...? Multiple - all over the globe

How many people are in your IT Department? 500+

How many people are on your IT security team? 20-50

Number of Contact Center Seats: 500+

What is your current Operating System? Linux, Windows

Who is your current ERP vendor? SAP, Salesforce

Who is your Cloud Service Provider? NO

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: Application Security - Vulnerability Assessment, Application Security and WAF, API Secutiry, Cloud Security Data Center Security DevOps Security, Disaster / Backup Recovery, Email Security Encryption Fraud Prevention / Transaction Security, Identity Access Management, Multi-factor authentication Industrial / IoT Security Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Penetration Testing and Simulation Ransomware, Risk Compliance, Security Incident Response, SIEM, Web Security

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): end to end security with encryption_x000d_

api governance and security_x000d_ security scan and penetration test_x000d_



zero trust and ransomware_x000d_identity and access management

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: , Business Intelligence, Cloud Migration Services Connect Cloud Dev-Ops, Virtualization

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): plan an ecosystem which is a combination of private, public and hybrid cloud. flexibility to shift workloads from one to another - with full governance and security and control over end -to end solution

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 Digital Customer Experience Optimization, Digital Transformation Digital 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): introduce digital channels (voice, email, chat, sms, social and others)_x000d_ introduce data analytics with ai/ml to solve interesting use cases

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: Backup/Disaster Recovery, BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Integration Access Data Visualization

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): where should data reside in a hybrid environment that is mixture of private, public and hybrid cloud?_x000d_ how do we drive kpi and analytics from the data?_x000d_ advanced use cases using ai/ml

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): no

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: Business SMS and MMS Cloud based phone systems (VOIP), Contact Center Optimization, Unified Communications,

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): being ready with omnichannel contact centers with traditional and new channels

7) Do you have responsibility for Network Systems? no

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

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): no

9) Do you have responsibility for IT Leadership, Talent Management and Training? no

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): no



