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Total annual spend for IT and cybersecurity development measures for your company: About \$80M USD

Industry Sector: High Tech

**What are key products or services offered by your company?** We are technology engineering services enterprise spread across EU, North America and Asia PAC locations.

**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...?** 24

**How many people are in your IT Department?** 250

**How many people are on your IT security team?** 23

**Number of Contact Center Seats:** 80

**What is your current Operating System?** Windows, Linux, Mac

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

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

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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:** Application Security - Vulnerability Assessment, Application Security and WAF Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users, Data Loss Protection, Data Center Security, Data Security, DevOps Security Email Security Encryption, Endpoint detection response (EDR), Extended Detection and Response (XDR) Fraud Prevention / Transaction Security, Identity Access Management, Multi-factor authentication, Zerotrust Managed Security Service Provider, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Penetration Testing and Simulation, Phishing Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, Security Operations Center - SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response, Third Party Cyber Risk Management, Threat Intelligence 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):** key upcoming initiatives include: \_x000d\_  
soar\_x000d\_

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threat intelligence\_x000d\_  
iam\_x000d\_  
pam\_x000d\_  
siem\_x000d\_  
mssp\_x000d\_  
data security\_x000d\_  
xdr\_x000d\_  
devops security

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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:** Backup/Disaster Recovery, Business Intelligence, Cloud Migration Services, Co-location CRM, Dev-Ops, IT Service Management (ITSM), SaaS Management, Storage, Virtual Machines, 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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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:** Artificial Intelligence Machine Learning Robotic Process Automation (RPA), Workflow and Content Automation

**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):** the highlighted initiatives across ai/ml, rpa and workflow content automation are planned for the next 2 quarters in 2022.

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , BI Dashboard Reporting Business Intelligence Data Warehousing, Encryption, Hyper-converged Infrastructure (HCI),

**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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Application Architecture Cloud Microsoft Stack, Outsourced Consulting, Outsourced Software / Application Development

**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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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**

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**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 Contact Center Optimization, Contract Management Enterprise Mobility Management Outsourced Consulting Unified Communications, Video Conferencing

**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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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:** , Network Connectivity, Outsourced Consulting, Routing, SD-WAN, Switching, Team Collaboration Platform, WAN, WIFI, Wireless

**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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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:** Business Intelligence Cloud Enablement, Cloud Workload and Migration, Cybersecurity Services Digital Transformation (Analytics, AI) IT Service Management (ITSM), Staffing / Recruiting, Technology Lifecycle Management, Vendor Evaluations

**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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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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:** IT Advisory / Analyst Support, IT Asset Management IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Leadership coaching, Staffing - Outsourced staffing - Project based, Staffing - Permanent to hire IT staffing, Staffing - Permanent to hire Cybersecurity 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):** the highlighted initiatives are planned for the next 2 quarters in 2022.

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