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Total annual spend for IT and cybersecurity development measures for your company: 3 million

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Splunk

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...? 15

How many people are in your IT Department? NO

How many people are on your IT security team? NO

Number of Contact Center Seats: NO

What is your current Operating System? NO

Who is your current ERP vendor? NO

Who is your Cloud Service Provider? Oracle

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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, API Security, Cloud Security, Critical Event Management Data Loss Protection Disaster / Backup Recovery, Email Security, Employee monitoring Insider Threat Detection, Encryption, Endpoint detection response (EDR) Endpoint prevention Mobile Security Network Security - Intrusion Prevention Systems Network Security - Unified Threat Management Penetration Testing and Simulation Ransomware Security Incident Response Security Rating / Benchmarking, SIEM, 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): recognizing that you are a target. ...\_x000d\_  
failure to inform employees of threats. ...\_x000d\_  
data breaches due to remote work. ...\_x000d\_  
ransomware attacks. ...\_x000d\_  
missing security patches. ...\_x000d\_

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bring your own device (byod) threats. ...\_x000d\_  
losing sight of the 'backup plan' ...\_x000d\_  
lack of a corporate security program.\_x000d\_  
ransomware attacks.\_x000d\_  
iot attacks.\_x000d\_  
cloud attacks.\_x000d\_  
phishing attacks.\_x000d\_  
blockchain and cryptocurrency attacks.\_x000d\_  
software vulnerabilities.\_x000d\_  
machine learning and ai attacks.\_x000d\_  
byod policies.

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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? no**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Cloud Migration Services Dev-Ops Managed File Transfer SaaS Management Virtual Machines,

**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):** #1. increase in cyberattacks.\_x000d\_

#2. supply chain attacks are on the rise.\_x000d\_

#3. the cyber pandemic continues.\_x000d\_

#4. cloud services are a primary target.\_x000d\_

#5. ransomware attacks are on the rise.\_x000d\_

#6. mobile devices introduce new security risks.

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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):** no

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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):** no

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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:** , Application Architecture, Application Integration, Application Lifecycle Management Cloud, Low Code Development Platform,

**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**

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**schedule):** ransomware attacks.\_x000d\_  
iot attacks.\_x000d\_  
cloud attacks.\_x000d\_  
phishing attacks.\_x000d\_  
blockchain and cryptocurrency attacks.\_x000d\_  
software vulnerabilities.\_x000d\_  
machine learning and ai attacks.\_x000d\_  
byod policies.

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**6) Do you have responsibility for Communication Systems?** no

**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

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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:** Company Intranet Hosting, Network Connectivity Routing Switching WAN, WIFI,

**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):** #1. increase in cyberattacks.\_x000d\_  
#2. supply chain attacks are on the rise.\_x000d\_  
#3. the cyber pandemic continues.\_x000d\_  
#4. cloud services are a primary target.\_x000d\_  
#5. ransomware attacks are on the rise.\_x000d\_  
#6. mobile devices introduce new security risks.

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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):** no

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**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

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