

Stellar Industries, Inc. - stellarindustries.com - phone: 0,

0, IA

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Total annual spend for IT and cybersecurity development measures for your company: 1.2

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? Manufacturer of hydraulic truck equipment, related accessories and specialty trailers

How many people are employed by your company? 500-1000 employees

What is the current annual revenue for your organization? \$250M-\$500M

How many business locations do you maintain company hardware and equipment such as servers...? 6

How many people are in your IT Department? 12

How many people are on your IT security team? 12

Number of Contact Center Seats: 0

What is your current Operating System? primarily windows

Who is your current ERP vendor? Epicor

Who is your Cloud Service Provider? Azure

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: ZeroTrust Penetration Testing and Simulation Security Incident Response, SIEM User behavior monitoring,

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): looking to complete pen testing in the next 2-3 months and get advice on regular/appropriate scheduling.

new to siem but see it as a "next step" on our security landscape. want to learn more and understand options.

management of shared devices ie: shop floor computers.

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): challenge is to

adequately manage cloud providers saas solutions including integrations and maintenance of such. especially between on-prem and saas.

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

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,

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): growing use of bi throughout the organization. now at a point where we need to consider management/governance and making easy access for appropriate roles.

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: ,

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): none at the moment

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: Cloud based phone systems (VOIP)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): looking at replacing existing mitel phone system in the next 12-18 months. unsure if this will be on-prem or cloud. looking at options. would like to integrate ability for seamless unified communications for our customers - ie: start with text, move to audio/video call. especially for tech support.

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): sdwan evaluation project in process at this time. looking at vendor options.

8) Do you have responsibility for Consulting / Outsourcing? yes

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: Cybersecurity Services,

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): may look at virtual ciso services. undecided at this time.

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 : SoftwareLeadership coaching, Team Efficiency and Effectiveness Training,

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): continual improvement and growth for existing staff, both technical training and soft-skills/leadership.
