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

**Industry Sector:** Education

**What are key products or services offered by your company?** Higher Education and Vocational instruction

**How many people are employed by your company?** 500-1000 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...?** 3

**How many people are in your IT Department?** 28

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

**Number of Contact Center Seats:** 0

**What is your current Operating System?** Windows and Red Hat Linux

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

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

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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:** ,Cloud SecuritySecurity Awareness Computer-Based Training for end-users,Disaster / Backup Recovery,Email Security,Employee monitoring ,Ai Insider Threat DetectionEndpoint prevention,Multi-factor authenticationNetwork Security - Firewall,Penetration Testing and SimulationRansomware,Risk Compliance,Security Incident ResponseWeb 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):** internal penetration testing and monitoring is my most pressing challenge. we have a state sponsored solution for external pen testing, looking for something that would assist in finding internal threats

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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:** Backup/Disaster Recovery,StorageVirtualization

**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):** backup/disaster recovery solutions for our o365 tenant, security

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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?:** no

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

**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):** we are working to move from paper forms and manual processes to digital, digital workflow

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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?:** no

**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 ReportingData Governance MDMDData Quality,

**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):** we are in the process of establishing data governance and addressing the need to identify and secure data sources outside of our erp system.

we are looking at what we need to provide backup and disaster recovery for data stored in the cloud by our user community

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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:** ,

**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):** we do not do software development

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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:** Contract 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):** no assistance needed

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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:** Company Intranet,Data Center NetworkingMobilityNetwork ConnectivityRoutingSwitchingWAN,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):** our network footprint continues to grow and are always looking for opportunities to provides services while protecting our environment. connecting our wireless to our wired infrastructure is our most pressing project at the moment.

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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?** 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):** not needed - not interested

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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 Asset Management,IT Training Software for staff : Cybersecurity,IT Training Software for staff : Software,IT Training Software for staff : IT Operations,

**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):** with the constraints that we have regarding engaging outside assistance with recruitment, it training would be the priority. topics like azure, aws systems administration, vmware virtualization, riberic backup devices, fortinet and cisco networking devices

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