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Total annual spend for IT and cybersecurity development measures for your company: $5M

Industry Sector: Education

What are key products or services offered by your company? IT Application Services

How many people are employed by your company? 1000-5000 employees

What is the current annual revenue for your organization? Less than $50M

How many business locations do you maintain company hardware and equipment such as servers…? 5

How many people are in your IT Department? 35

How many people are on your IT security team? NO

Number of Contact Center Seats: 5

What is your current Operating System? Various

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: Application Security - Vulnerability Assessment API Secutiry, Cloud Security, Data Loss Protection, Data Center Security, Disaster / Backup Recovery Employee monitoring Insider Threat Detection, Industrial / IoT Security, Penetration Testing and Simulation Ransomware, Risk Compliance, Security Incident Response Security Rating / Benchmarking SOAR - Security Orchestration Automation and Response, 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): staying ahead of security threats wherever they emerge as the threats evolve in response to defensive protections

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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

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Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , CRM Document Management Systems, ERP, IT Service Management (ITSM) 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): moving on-premise apps to the cloud. security - slas - data management - data ownership - unwinding providers

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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: Artificial Intelligence Machine Learning,

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): ai

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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: , BI Dashboard Reporting, Big Data Analytics, Data Governance MDM, Data Visualization, Data Warehousing,

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): data governance and reporting

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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): none

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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: , Data Center Networking Mobility, 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): remote infrastructure

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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):
documenting processes

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: 0

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): none

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