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**Total annual spend for IT and cybersecurity development measures for your company: 20000**

**Industry Sector: Manufacturing / Natural Resources**

**What are key products or services offered by your company? Ink and Toner Cartridges**

PPE

HOCL

**How many people are employed by your company? 100-250 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...? 4**

**How many people are in your IT Department? 2**

**How many people are on your IT security team? 1**

**Number of Contact Center Seats: 5**

**What is your current Operating System? Windows**

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

**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:** Critical Event Management, Security Awareness Computer-Based Training for end-users, Data Loss Protection, Data Center Security, Disaster / Backup Recovery, Email Security, Employee monitoring Insider Threat Detection Endpoint detection response (EDR), Extended Detection and Response (XDR), Endpoint prevention Identity Access Management, Multi-factor authentication, Zerotrust, Industrial / IoT Security, Mobile Security, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management, Phishing, Physical Security - Surveillance and Access Control Ransomware Security Incident Response, SIEM, SOAR - Security Orchestration Automation and Response, User behavior monitoring, 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):** i am primarily

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focusing on securing our entire environment - multiple threat vectors - from being hacked or victims of phishing, ransomware, fraud etc.

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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 IoT, Mobility 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):** i am looking at ways to leverage the cloud for backup and dr as well as solutions for a mobile workforce.

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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:** ,

**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):** not facing challenges in these areas.

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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:** Backup/Disaster Recovery, Hyper-converged Infrastructure (HCI), Network and application performance monitoring Server Storage

**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):** my data center has 10 year old servers, storage, and other equipment that needs to be replaced.

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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):** no needs in these areas.

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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:** ,

**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 needs here.

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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 Networking Mobility Network Connectivity Routing, SD-WAN, Switching 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):** i have a lot of updating to do.

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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):** no needs here.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** IT Advisory / Analyst Support

**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 current needs here but could be interesting for future reference.

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