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Total annual spend for IT and cybersecurity development measures for your company: 5M-10M\$

Industry Sector: Professional Services

What are key products or services offered by your company? Contract services for government, biotech and pharma companies

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

What is the current annual revenue for your organization? \$100M-\$250M

How many business locations do you maintain company hardware and equipment such as servers...? 3

How many people are in your IT Department? 0

How many people are on your IT security team? 0

Number of Contact Center Seats: 0

What is your current Operating System? 0

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? Hybrid

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: ,Extended Detection and Response (XDR)Risk ComplianceSecurity Operations Center - SOC as a ServiceSIEM,

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): benchmarking and optimizing the security spend to maintain optimal balance between insourcing, outsourcing and hybrid staff and tools.

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

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Backup/Disaster RecoveryCloud Migration ServicesDev-OpsSaaS 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): optimize and transform the business to move additional assets to the cloud.

3) Do you have responsibility for Digital Solutions?: yes

Do you plan to add or expand digital responsibility 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: Artificial Intelligence Machine Learning,Digital TransformationDigital Workforce

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): tools to support global distributed workforce, prototype ai/ ml use cases

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,Business Process Management,Data 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): optimize existing investments

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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: APIsApplication IntegrationLow 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 schedule): add integration capabilities to proprietary product, prototype low code/ citizen development to improve business processes.

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): optimize licensing of existing cloud system

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: ,

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): minimize existing footprint

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

Do you plan to add or expand consulting / outsourcing 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 ModernizationCall Centers,Cybersecurity ServicesDigital Transformation (Analytics, AI),Digital WorkerStaffing / Recruiting

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):
modernize legacy ,net product, prototype ai based use cases, expand the team globally

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): 0
