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**Total annual spend for IT and cybersecurity development measures for your company: 2500000**

**Industry Sector: Education**

**What are key products or services offered by your company? Degrees in healthcare\_x000D\_  
Clinic healthcare**

**How many people are employed by your company? 250-500 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...? 10+**

**How many people are in your IT Department? 15**

**How many people are on your IT security team? 3**

**Number of Contact Center Seats: 2**

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

**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, Multi-factor authentication Network Security - Firewall Privileged Access Management,

**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):** mfa\_x000d\_  
network segmentation\_x000d\_  
vulnerability management

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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**

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

**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):** no assistance needed as there are no projects scheduled for the next 3-6 months.

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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):** no assistance needed as there are no projects scheduled for the next 3-6 months.

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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),

**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):** hci\_x000d\_  
backup file servers

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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 assistance needed as there are no projects scheduled for the next 3-6 months.

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Business SMS and MMS 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):** adding sms to teams

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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, Switching

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**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):** network segmentation

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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?** yes

**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):** penetration testing

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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:** nan

**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 assistance needed as there are no projects scheduled for the next 3-6 months.

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