

United Way Worldwide - UnitedWay.org - phone: 0,

701 N Fairfax St, Alexandria, Virginia, 22314, United States, VA

Lindsay Minnema - 0 - lminnema@uway.org, phone: (614) 578-6827, 2nd phone: (803) 733-5411

Other emails: 0, 0

LinkedIn: 0

Contact 2 Info: 0 - 0 – 0, 0, 0

Contact 2 LinkedIn: 0

Other emails: 0, 0

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

Industry Sector: Non-Profit

What are key products or services offered by your company? For United Way affiliates:

,àöç,Äö/á-íç Software as a Service technologies such as CRM, Marketing Automation, and Social Media Marketing

,àöç,Äö/á-íç Data standardization, management, and master data management (hygiene and enrichment)

,àöç,Äö/á-íç Marketing automation and digital engagement education and support

,àöç,Äö/á-íç Cybersecurity education and guidance

How many people are employed by your company? 100-250 employees

What is the current annual revenue for your organization? \$250M-\$500M

How many business locations do you maintain company hardware and equipment such as servers...? 1

How many people are in your IT Department? 25

How many people are on your IT security team? 3

Number of Contact Center Seats: 0

What is your current Operating System? Microsoft Windows Server, RedHat OpenShift, RedHat Linux

Who is your current ERP vendor? Salesforce

Who is your Cloud Service Provider? AWS

1) Do you have responsibility for Cybersecurity? 0

Do you plan to add or expand cybersecurity initiatives in the next 12 months? 0

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 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): last year we launched a software as a service solution for our 1200 affiliates based upon salesforce sales cloud, marketing cloud, redhat openshift (dedicated), and aws (virtual servers with windows and linux). we had a rough year and recently streamlined/right sized the organization to match the realities of our changing philanthropic revenue. we are looking to improve overall security and create efficiencies where we do not have enough staff capacity or expertise, especially as our software as a service solution grows. i would characterize our current stage of solution as at the early high growth phase, but managed more as a startup. we need to mature our security capabilities and processes while working to automate as much as reasonable for a small team. ideally, i see this as securing a foundational strategy that will scale with our projected growth and follow-on increasing revenue to support a larger and more capability team.

2) Do you have responsibility for Cloud software solutions? 0

Do you plan to add or expand cloud solution initiatives in the next 12 months? 0

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 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): last year we launched a software as a service solution for our 1200 affiliates based upon salesforce sales cloud, marketing cloud, redhat openshift (dedicated), and aws (virtual servers with windows and linux). i am looking to consolidate systems to better manage our current urban sprawl of technology. there are many things to consider that i have not thought of, but some examples are:

,àö-ç,Äö\ß-®-ï-ç migration of dedicated redhat openshift to aws rosa

,àö-ç,Äö\ß-®-ï-ç improved saas management of our 800 user complex salesforce sales cloud and marketing cloud (and quickly growing)

,àö-ç,Äö\ß-®-ï-ç mature current "startup" phase dev-ops to increase efficiency, improve security and maintainability, and provide foundation for adequate processes and controls needed for growth.

,àö-ç,Äö\ß-®-ï-ç creation of a business intelligence strategy and supporting data architecture.

,àö-ç,Äö\ß-®-ï-ç review of document management challenges and possible solutions to address current issues.

3) Do you have responsibility for Digital Solutions?: 0

Do you plan to add or expand digital responsibility initiatives in the next 12 months?: 0

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 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

4) Do you have responsibility for Data Management? 0

Do you plan to add or expand data management initiatives in the next 12 months? 0

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 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): last year we launched a software as a service solution for our 1200 affiliates based upon salesforce sales cloud, marketing cloud, redhat openshift (dedicated), and aws (virtual servers with windows and linux). i am looking to consolidate systems to better manage our current urban sprawl of technology. there are many things to consider that i have not thought of, but some examples are:

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,àö-ç,Äö\ß-®-ï-ç creation of a business intelligence strategy and supporting data architecture.

,äöç,Äö√ßⓈⓉⓇ review of document management challenges and possible solutions to address current issues.

5) Do you have responsibility for Software/Application Development and Management? 0

Do you plan to add or expand software / application development initiatives in the next 12 months? 0

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 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): last year we launched a software as a service solution for our 1200 affiliates based upon salesforce sales cloud, marketing cloud, redhat openshift (dedicated), and aws (virtual servers with windows and linux). would love to review our current processes, technologies, and challenges for areas of improvement.

6) Do you have responsibility for Communication Systems? 0

Do you plan to add or expand communication system initiatives in the next 12 months? 0

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 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

7) Do you have responsibility for Network Systems? 0

Do you plan to add or expand network system initiatives in the next 12 months? 0

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 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): no

8) Do you have responsibility for Consulting / Outsourcing? 0

Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? 0

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 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): we currently outsource most of our technology development with salesforce sales cloud/marketing cloud and redhat openshift. i would be open to talking to compare current services/capabilities with other alternatives.

9) Do you have responsibility for IT Leadership, Talent Management and Training? 0

Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? 0

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): i would be open to talking with someone about it training and certification for potential budgeting for 2022, although at this time we do not have an active initiative. so this would be for the potential to create this opportunity for next year.

some examples of interest: aws administration, redhat openshift administration, ms azure administration, potentially aws native tools
