

Phoenix Services, LLC - phoenix-services.com - phone: 0,

100 Matsonford Rd, Ste 520, Radnor, Pennsylvania, 19087, United States, PA

Fausto Tavares - 0 - fausto.tavares@phoenix-services.com, phone: +55 85 98194-9990, 2nd phone: 0

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: 1000000

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? We offer metal services in the mining/manufacturing industry, such as slag recovery, metal recycling, and so on.

How many people are employed by your company? 1000-5000 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...? 65

How many people are in your IT Department? 4

How many people are on your IT security team? 4

Number of Contact Center Seats: 0

What is your current Operating System? Windows 10, Windows Server

Who is your current ERP vendor? Sage

Who is your Cloud Service Provider? Hybrid

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): the company is sorely lacking in formal or robust cybersecurity tools. we will be looking to build out a suite of capabilities from the ground up here. this is a very ripe opportunity and at a good time in the evolution process. mfa, endpoint management and protection, sso and related items are starting to be explored as we speak.

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): we are hybrid cloud today, but looking to come up with a formal strategy going forward and execute on that. will involve compute, storage and erp in cloud, among other things. interested in getting creative here and doing what is right for the org.

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): while this is an area of focus, any initiatives will likely be further out and lower in priority. we do run operations at steel mill sites, so would be interested in anyone in that industry who can run creative solutions by us to consider going forward. need to gain visibility, data points, and so on.

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): looking to get a handle on our data platform going forward. most of this in on-prem today and very old and outdated, and in serious need of an upgrade. cloud is likely, or hybrid, but would prefer something in an opex model and that can account for storage, backup/dr, flexible provisioning and allocation, all while being monitored and accessible.

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): no

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): two major items here are mobile management (both byod and company provided devices) as well as a unified conferencing platform, preferably with voip baked into it. we have our usage and tools spread out across these areas today and need to reign management into central platforms.

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): the networks and related systems at all of our 40+ steel mill sites (us and intl) are being evaluated and/or updated as needed. due to poor connectivity and bandwidth in many of these sites, looking for some creative solutions to solve that.

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): note sure which areas specifically we will outsource just yet, but we have about 50 pieces to put our puzzle together, and a very small team that can't handle all of those pieces. more advanced items like networking, migrations, security and the like will be most logical as we don't want to build up internal teams around those items, we'd rather find sme partners to utilize.

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 inherited a small and competent team, but one that is not formally trained in many modern technical areas. i am unsure what specific training to seek out yet, but looking for guidance there given our stack and upcoming projects.
