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**Total annual spend for IT and cybersecurity development measures for your company: 10 million +**

**Industry Sector: Healthcare / Hospital**

**What are key products or services offered by your company? Hospital and Healthcare and Medical School.**

**How many people are employed by your company? 10,000+ employees**

**What is the current annual revenue for your organization? \$500M-\$1B**

**How many business locations do you maintain company hardware and equipment such as servers...? 2**

**How many people are in your IT Department? 500+**

**How many people are on your IT security team? 50+**

**Number of Contact Center Seats: 25+**

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

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

**Who is your Cloud Service Provider? Azure**

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**1) Do you have responsibility for Cybersecurity? no**

**Do you plan to add or expand cybersecurity 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 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): no**

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , Business Intelligence, Cloud Migration Services Dev-Ops IoT Virtual Machines,**

**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): creation of**

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centralized data hub will require migration to cloud and multi-cloud with some functions to be on-prem depending on regulations.  
this is happening with a timeframe of 1-2 years

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**3) Do you have responsibility for Digital Solutions?: no**

**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**

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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: ,** BI Dashboard Reporting, Big Data Analytics, Business Intelligence Data Governance MDM, Data Integration Access Data Visualization, Data Warehousing Outsourced Consulting,

**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):** creation of centralized data hub will require migration to cloud and multi-cloud with some functions to be on-prem depending on regulations.  
this is happening with a timeframe of 1-2 years

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: APIs, Application Lifecycle Management Cloud, DevOps, IoT, Outsourced Consulting,**

**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):** as data consolidation happens, we need newer apis and devops requirements to match the expanding data needs.

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**6) Do you have responsibility for Communication Systems? no**

**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**

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**7) Do you have responsibility for Network Systems? no**

**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): no**

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**8) Do you have responsibility for Consulting / Outsourcing?** no

**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

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**9) Do you have responsibility for IT Leadership, Talent Management and Training?** no

**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):** no

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