

Scholastic Inc- scholastic.com - phone: 212.343.6100,

557 Broadway, New York, NY

Kevin Gibbons - Executive Director, Product Data Engineering - kgibbons@scholastic.com, phone: 602.909.8435, 2<sup>nd</sup> phone: 212.343.6967

Other emails: kgibbons@scholastic.com, kevin\_l\_gibbons@comcast.net

LinkedIn: <https://www.linkedin.com/in/kevinlgibbons>

Contact 2 Info: Rajith Ravikumar - Director of Engineering, eCommerce – rravikumar@scholastic.com, 310.503.2849, 212.343.4622

Contact 2 LinkedIn: <https://www.linkedin.com/in/rajith-ravikumar-1258a3>

Other emails: rravikumar@scholastic.com, rajith.ravikumar@scholastic.com

Total annual spend for IT and cybersecurity development measures for your company: 5M

Industry Sector: Education

What are key products or services offered by your company? Education and publishing

How many people are employed by your company? 5000-10,000 employees

What is the current annual revenue for your organization? \$1B-\$5B

How many business locations do you maintain company hardware and equipment such as servers...? 95+

How many people are in your IT Department? 450

How many people are on your IT security team? 8

Number of Contact Center Seats: 450

What is your current Operating System? Linux and Windows.

Who is your current ERP vendor? Oracle

Who is your Cloud Service Provider? AWS

---

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, Data Loss Protection, Data Center Security, Disaster / Backup Recovery, Email Security, Identity Access Management, Multi-factor authentication, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management, 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): privileged access management

---

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: , Document Management Systems, Managed File Transfer, Storage, Virtual Machines, Virtualization

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): cloud security

---

---

**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):** 0

---

**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:** Data Integration AccessData VisualizationEncryptionNetwork and application performance monitoringServer Storage

**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):** storage and performance-centric application

---

**5) Do you have responsibility for Software/Application Development and Management?** no

**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):** 0

---

**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:** Cloud based phone systems (VOIP),Contact Center Optimization,Contract ManagementEnterprise Mobility Management,Hosted PBXTelecom Expense Management,Unified Communications,Video Conferencing

**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):** contract center

---

**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,Data Center Networking,Hosting,Mobility,MPLS,Network ConnectivityRouting,SD-WAN,Switching,Team Collaboration Platform,WAN,WIFI,Wireless

**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):** infrastructure security and monitoring

---

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

**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:** ,Call Centers

**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):** find the right resources with the right skills.

---

**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):** 0

---

