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

Industry Sector: Education

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

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…? 1

How many people are in your IT Department? 35

How many people are on your IT security team? 5

Number of Contact Center Seats: 0

What is your current Operating System? Microsoft

Who is your current ERP vendor? Azure

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, Security Awareness Computer-Based Training for end-users, Data Loss Protection Data Security Disaster / Backup Recovery Employee monitoring Insider Threat Detection, Multi-factor authentication, Zerotrust Penetration Testing and Simulation, Privileged Access Management, Ransomware Security Incident Response, SIEM, SOAR - Security Orchestration Automation and Response Threat Intelligence

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): zerotrust and getting a handle of our assets (asset management)
vendor management - understanding critical data and how they handle it
ransomeware prevention
security training for end users

table top exercises
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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Backup/Disaster Recovery, Help Desk IT Service Management (ITSM) 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): interested in learning more about the areas i checked off.
zerotrust and getting a handle of our assets (asset management)
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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: Backup/Disaster Recovery Data Integration Access, Hyper-converged Infrastructure (HCI), Server 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): interested in learning more about the areas i checked off.
zerotrust and getting a handle of our assets (asset management)
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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): no

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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? NO

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , BYOD Employee Cell Device Management, Cloud based phone systems (VOIP) Contract Management 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):
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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: , Data Center Networking Network Connectivity Routing Switching 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): interested in learning more about the areas i checked off.
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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? no

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):
interested in learning more about the areas i checked off.
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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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , IT Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity IT Training Software for staff : IT Operations, Leadership coaching

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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): interested in learning more about the areas i checked off.

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