

TTR Sotheby's International Realty DC, Director, IT

What state are your headquarters located in: DC

Total annual spend for IT and cybersecurity development measures for your company: \$100k

What state are you located in: DC

What country are you located in:

Industry Sector: Professional Services

What are key products or services offered by your company? Real Estate

How many people are employed by your company? 50- 100 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...? 12

How many people are in your IT Department? 1

How many people are on your IT security team? 1

Number of Contact Center Seats: 1

What is your current Operating System? Mac OS

Who is your current ERP vendor? 0

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 AssessmentCritical Event ManagementData Loss ProtectionData SecurityDisaster / Backup Recovery,Fraud Prevention / Transaction Security,Mobile SecurityRansomware,Risk Compliance,Web Security

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): our main security challenges are that we service 600 real estate agents who are contractors and somewhat employees. they all have their own devices and access our networks, but the amount of control we have given the circumstances, is limited. _x000D_
x000D
we also don't have data recovery protection and our ransomware protection could be robust. ransomware in particular is a big concern as it grows more prevalent. _x000D_
x000D
mobile security is also a big gap that i would like to close

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Backup/Disaster Recovery,

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 solutions are not a big priority right now but i'm happy to explore them. back up and disaster recovery would be the main interest

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



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: Digital Security,

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): security is always something i'm happy to explore. our main security products are sso via okta and av/edr through crowdstrike. happy with both vendors but would like to close other holes in the stack

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 Big Data Analytics

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): would love to explore both back and disaster recovery solutions as well as big data analytics

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? 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): not really interested in developing anything at the moment

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: ,

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): we're exploring this with a vendor already. i don't think this would be something i'm interested in exploring in this scenario

7) Do you have responsibility for Network Systems? yes

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): networks are always in need of improvement. i have a plan though so don't need to explore this in depth at the moment

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: Business Intelligence,

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 have partners we're happy with for this but bi solutions are something i'm looking into actively

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 Certificates

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 am our it team and would love to add certificates to my resume. otherwise this isn't super applicable

