

**Yamaha Corporation of America - yamaha.com - phone: 714.522.9011,
6600 Orangethorpe Ave, Buena Park, CA**

Tony Takano - Global IT Planning Manager - ttakano@yamaha.com, phone: +81 53-460-1111, 2nd phone: 714.522.9267

Other emails: ttakano@yamaha.com, tony.takano@yamaha.com

LinkedIn: <https://www.linkedin.com/in/tony-takano>

Contact 2 Info: Tony Takano - Global IT Planning Manager – ttakano@yamaha.com, +81 53-460-1111, 714.522.9267

Contact 2 LinkedIn: <https://www.linkedin.com/in/tony-takano>

Other emails: ttakano@yamaha.com, tony.takano@yamaha.com

Total annual spend for IT and cybersecurity development measures for your company: 8M

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? Music Instruments and Audio Equipment

How many people are employed by your company? 500-1000 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...? 5

How many people are in your IT Department? 20

How many people are on your IT security team? 5

Number of Contact Center Seats: NO

What is your current Operating System? Windows 10

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: , Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users, Endpoint detection response (EDR), Extended Detection and Response (XDR) Fraud Prevention / Transaction Security, Zerotrust, Network Security - Monitoring forensics Outsourced Consulting, Ransomware Security Incident Response, Security Operations Center - SOC as a Service SIEM, SOAR - Security Orchestration Automation and Response Threat Intelligence, User behavior monitoring,

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): we are going to implement the edr solution. after the implementation, we need to have siem solution. i am gathering the information about siem next 6 months.

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: SaaS Management,

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): our company uses many saas solution and i am looking for the management tool for saas. time frame is next 6 months.

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

4) Do you have responsibility for Data Management? no

Do you plan to add or expand data management 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 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): no

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

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) Contract Management, Telecom 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): we are using cloud based phone system, but we are considering to migrate to ms teams solution.
i am looking for the cloud based phone system which compatible with ms teams solution.

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

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

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 Advisory / Analyst Support IT Certificates, IT Training Software for staff : Cybersecurity,

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 looking for it training software.
