

**IDEC Corporation** CA, Director of IT

**What state are your headquarters located in:** CA

**Total annual spend for IT and cybersecurity development measures for your company:** \$1M

**What state are you located in:** CA

**What country are you located in:**

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** Industrial components

**How many people are employed by your company?** 100-250 employees

**What is the current annual revenue for your organization?** \$50M-\$100M

**How many business locations do you maintain company hardware and equipment such as servers...?** 4

**How many people are in your IT Department?** 7

**How many people are on your IT security team?** 2

**Number of Contact Center Seats:** 20

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

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

**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, Application Security and WAF, API Security, Cloud Security, Critical Event Management, Data Loss Protection, Data Security, Disaster / Backup Recovery, Zero trust, Industrial / IoT Security, Mobile Security, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management, Penetration Testing and Simulation, Ransomware, Security Incident Response, Security Operations Center – SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR – Security Orchestration Automation and Response, Third Party Cyber Risk Management, 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):** to help us set the priority for the most important areas to work on.

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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, Connect Cloud IoT, IT Service Management (ITSM), Managed File Transfer, SaaS Management, Storage, 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):** on prem file server replacement

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

**Do you plan to add or expand digital responsibility 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:** Artificial Intelligence Machine Learning,Digital Transformation,Robotic Process Automation (RPA),

**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):** don't know how and where to start

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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 ReportingBusiness IntelligenceCustomer Data Platform,Data Integration AccessData Visualization

**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):** looking for new tool now

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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:** ,Cloud,DevOpsLow Code Development Platform,Microsoft Stack

**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):** working on new erp platform now

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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?** yes

**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),Contact Center Optimization

**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):** looking for new voip system to replace current on prem system

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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:** ,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):** looking for better wireless solution

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Business IntelligenceDigital Transformation (Analytics, AI)Software / Application Development,

**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):** looking for fast and inexpensive software development and tool

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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 ManagementIT Training Software for staff : CybersecurityIT Training Software for staff : IT Operations,

**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):** looking to develop our it members

