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**Total annual spend for IT and cybersecurity development measures for your company: 200k**

**Industry Sector: Other**

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

Software Development Support and Applications

IT outsourcing - Server and Database Administration

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

**What is the current annual revenue for your organization? Less than \$50M**

**How many business locations do you maintain company hardware and equipment such as servers...? 8**

**How many people are in your IT Department? 6**

**How many people are on your IT security team? 1**

**Number of Contact Center Seats: 25**

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

**Who is your current ERP vendor? Oracle NetSuites**

**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: , Cloud Security DevOps Security, Zerotrust, Phishing, Ransomware**

**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 starting from scratch and trying to develop a gameplan for how should attack cybersecurity**

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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: Cloud Migration Services Dev-Ops, Help Desk Storage, Virtual Machines,**

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**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):** we currently started using microsoft azure and looking to take the next step on moving things to the cloud.

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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?** 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

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Application Architecture Application Lifecycle Management, DevOps Software Compliance,

**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):** our ceo prefers we do everything in-house and is limiting the budget, but looking for cost-effective ways to help my developers

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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:** Contract Management,

**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 a cloud solution today and recently moved to it.

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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, MPLS, Network Connectivity Routing, SD-WAN, Switching WAN

**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):** we are in the middle of upgrading our core network.

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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

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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 : Software, IT Training Software for staff : IT Operations, Leadership coaching, Staffing - Outsourced staffing - Project based Staffing - Permanent to hire Cybersecurity staffing,

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 any training for our leadership team or my it team that can help us bridge the knowledge gap.

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