

Boyd Industries FL, Vice President

What state are your headquarters located in: FL

Total annual spend for IT and cybersecurity development measures for your company: 150000

What state are you located in: FL

What country are you located in:

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Durable capital medical equipment

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...? 1

How many people are in your IT Department? 5

How many people are on your IT security team? 5

Number of Contact Center Seats: 100

What is your current Operating System? Windows 10 Pro

Who is your current ERP vendor? Microsoft Dynamics GP

Who is your Cloud Service Provider? Hybrid

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: Critical Event ManagementData Loss ProtectionData SecurityDisaster / Backup Recovery,Email SecurityNetwork Security - FirewallPhishing,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): scam and viruses

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,Business Intelligence,Cloud Migration Services,CRM,ERP,Storage

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): looking to move away from hybrid microsoft exchange

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: ,

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): 0

4) Do you have responsibility for Data Management? yes

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: ,Data Quality,

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): how to store voluminous data safely but decrease cost

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: APIsApplication IntegrationOutsourced Consulting,

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): looking to implement experlogix cpq

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: Business SMS and MMS,Contract NegotiationsTelecom Expense 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): move away from just traditional email for communications

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): 0

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: ,Application Modernization,Business Intelligence,Database Modernization,Digital 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 to streamline our it process

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: nan

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): no need as of right now

