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Total annual spend for IT and cybersecurity development measures for your company: 5 million

Industry Sector: Banking / Finance

What are key products or services offered by your company? Financial lending and services

How many people are employed by your company? 250-500 employees

What is the current annual revenue for your organization? $100M-$250M

How many business locations do you maintain company hardware and equipment such as servers…? 3

How many people are in your IT Department? 50

How many people are on your IT security team? 3

Number of Contact Center Seats: 150

What is your current Operating System? Windows

Who is your current ERP vendor? NO

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 API Secutiry, Cloud Security, Data Security, DevOps Security Extended Detection and Response (XDR), 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): mature and harden security posture for end point protection, ransomware, cloud, and xdr.

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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

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Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , Business Intelligence, Dev-Ops,

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 mature and improve our dev-ops capabilities and release quality. also to expand into new advanced analytics with extended business intelligence capabilities.

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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): looking to expand rpa capabilities, and ai ml for advanced predictive analytics

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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 Reporting, Big Data Analytics, Business Intelligence, Data Cleansing, Data Governance MDM Data Quality, Data 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 at transformation for data platform capabilities to enable 360 degree customer profile, direct marketing spend, underwriting and credit risk models.

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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: APIs, 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): looking to extend api capabilities to enable to new strategic partnerships.

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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: ,

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): no planned activities in the near term.

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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

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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 Intelligence Digital Transformation (Analytics, AI),

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 at transformation for data platform capabilities to enable 360 degree customer profile, direct marketing spend, underwriting and credit risk models.

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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,

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): skills growth and capabilities for technology team members including certifications as well compliance and security training for all staff . track and improve asset management for security.