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Total annual spend for IT and cybersecurity development measures for your company: 1MM

Industry Sector: Professional Services

What are key products or services offered by your company? Data Services and Insights

Digital Experience (web/mobile)

Cybersecurity

Cloud Enablement

Legacy Modernization

Application Development

Advisory Services

Infrastructure

Pro AV

Telecomm

How many people are employed by your company? 250-500 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...? 3

How many people are in your IT Department? 5

How many people are on your IT security team? 2

Number of Contact Center Seats: 20

What is your current Operating System? Windows/Mac OSX

Who is your current ERP vendor? 0

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: Application Security - Vulnerability Assessment, Application Security and WAF, API Security, Cloud Security, Critical Event Management, Security Awareness Computer-Based Training for end-users Data Center Security, Data Security Disaster / Backup Recovery, Email Security, Endpoint detection response (EDR) Endpoint prevention, Industrial / IoT Security, Mobile Security Penetration Testing and Simulation, Phishing, Physical Security - Surveillance and Access Control Ransomware, Risk Compliance, Web Security

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): training, awareness, compliance

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, Cloud Migration Services, Co-location CRM, Document Management Systems, ERP, IT Service Management (ITSM), Managed File Transfer, SaaS Management, Storage, Virtual Machines, Virtualization

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): multi cloud support, training of staff

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: Digital Customer Experience Optimization, Robotic Process Automation (RPA), Workflow and Content Automation

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): partner relationship management

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: Backup/Disaster Recovery, BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Business Process Management, Customer Data Platform, Data Cleansing, Data Governance MDM, Data Integration Access, Data Quality, Data Visualization, Data Warehousing, Encryption, Server Storage

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): data governance and security

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, Application Architecture, Application Integration, Application Lifecycle Management, Cloud, DevOps, IoT, Low Code Development Platform, Microsoft Stack, Mobile, Open Source, Outsourced Software / Application Development, 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): devops security

6) Do you have responsibility for Communication Systems? no

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): 0

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): 0

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): 0

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: IT Advisory / Analyst Support,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 ,Àì Project based,Staffing - Staff Retention

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): keeping up w/ certifications for staff
