

ADNET Systems MD, CIO IT Director

What state are your headquarters located in: MD

Total annual spend for IT and cybersecurity development measures for your company: \$50,000

What state are you located in: MD

What country are you located in:

Industry Sector: Government (state/local/federal)

What are key products or services offered by your company? IT, engineering, and science support for US federal government agencies

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? 5

Number of Contact Center Seats: 0

What is your current Operating System? Windows, Linux

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: ,Application Security and WAFCloud Security,Disaster / Backup Recovery,Multi-factor authentication,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): it security in hybrid cloud environment it security in hybrid on-site/remote workforce. for both cases maximize user productivity (minimize restrictions, maximize ease of use) while staying in full compliance with federal it regulations (fedramp, fisma, ...).

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Backup/Disaster RecoveryCloud Migration Services,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): it security in hybrid cloud environment it security in hybrid on-site/remote workforce. for both cases maximize user productivity (minimize restrictions, maximize ease of use) while staying in full compliance with federal it regulations (fedramp, fisma, ...). find cloud architecture expertise to hire and retain as employees.

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): 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: Backup/Disaster RecoveryEncryption,Hyper-converged Infrastructure (HCI),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): using cloud, hpc and on-prem solutions for dr coop as well as regular science operations (ai/ml, big data analysis)

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: ,Web

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): 0

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: Cloud based phone systems (VOIP),Hosted PBX,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): there is a possibility that we start another contract with an offsite facility that requires all new telecom services (internet access, voip, ...)

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 NetworkingMobilityNetwork ConnectivityRoutingSwitching,WIFI,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): there is a possibility that we start another contract with an offsite facility that requires all new on-prem network services - both wired and wireless/wifi.

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: Cloud EnablementIT Service Management (ITSM)Software / Application DevelopmentTechnology Lifecycle Management,

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): there is a possibility that we start another contract where we need to expand out cloud it support services - we need to hire and retain staff with the required technical expertise.

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 : CybersecurityIT Training Software for staff : IT Operations,Staffing - Permanent to hire IT 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): there is a possibility that we start another contract where we need to expand out cloud it support services - we need to hire and retain staff with the required technical expertise.

