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Other emails: 0, 0

LinkedIn: 0

Contact 2 Info: 0 - 0 – 0, 0, 0

Contact 2 LinkedIn: 0

Other emails: 0, 0

Total annual spend for IT and cybersecurity development measures for your company: 50M

Industry Sector: High Tech

What are key products or services offered by your company? XBOX, Surface, D365 etc;

How many people are employed by your company? 10,000+ employees

What is the current annual revenue for your organization? \$5B+

How many business locations do you maintain company hardware and equipment such as servers...? 500

How many people are in your IT Department? 120000

How many people are on your IT security team? 20000

Number of Contact Center Seats: 100

What is your current Operating System? Win 10

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? Azure

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, Data Center Security, Data Security, Email Security, Encryption, Endpoint detection response (EDR), Endpoint prevention, Multi-factor authentication, Industrial / IoT Security, Managed Security Service Provider, Mobile App Security, Mobile Security, Network Security - Firewall, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Network Security - Unified Threat Management, Penetration Testing and Simulation, Phishing, Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, User behavior monitoring, 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): insider threats, data breaches and phishing attacks

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, Co-location, Connect Cloud, CRM, Dev-Ops, Document Management Systems, ERP, IoT, IT Service Management (ITSM), Mobility, 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): implementation and migration challenges.

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 Consulting,Digital Customer Experience Optimization,Digital Transformation,Digital Security,Digital Workforce,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): lack of overall digital strategy, budget allocation

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,Customer Data Platform,Data Cleansing,Data Governance MDMDData Quality,Data Visualization,Data Warehousing,Encryption,Hyper-converged Infrastructure (HCI),

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): multiple data storages, data quality, lack of quality and process.

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 ManagementCloud,DevOps,IoT,Mobile,Open Source,Outsourced Consulting,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): user experience and user interface, security, performance and scalability.

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: ,BYOD Employee Cell Device Management,Cloud based phone systems (VOIP),Contact Center Optimization,Contract Management,Contract Negotiations,Enterprise Mobility ManagementOutsourced Consulting,Telecom Expense Management,Unified Communications,Video Conferencing

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): lack of feedback, overall lack of communication, an overload of irrelevance

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: Company Intranet,Data Center Networking,Hosting,Mobility,MPLS,Network Connectivity,Outsourced Consulting,Routing,SD-WAN,Switching

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): performance degradation, security issues and slow connectivity.

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 IntelligenceCloud Enablement,Cloud Workload and Migration,Cybersecurity Services,Database Modernization,Digital Transformation (Analytics, AI),Digital Worker

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): slow turnaround time, lack of business and domain knowledge.

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 ,Äi Project based,Staffing - Permanent to hire IT staffing,Staffing ,Äi Permanent to hire Cybersecurity staffing,Staffing - Staff Retention,Team Efficiency and Effectiveness Training,Workload Prioritization/ Employee Burnout Prevention

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): managing stakeholders, guiding change, compensation and attracting talent
