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**Total annual spend for IT and cybersecurity development measures for your company: 500K**

**Industry Sector: Government (state/local/federal)**

**What are key products or services offered by your company? Public**

**How many people are employed by your company? 250-500 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...? 2**

**How many people are in your IT Department? 7**

**How many people are on your IT security team? 1**

**Number of Contact Center Seats: 20**

**What is your current Operating System? Windows**

**Who is your current ERP vendor? Oracle**

**Who is your Cloud Service Provider? AWS**

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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, Data Center Security, Disaster / Backup Recovery, Employee monitoring, Insider Threat Detection, Endpoint detection response (EDR), Fraud Prevention / Transaction Security, Identity Access Management, Zero trust, Network Security - Intrusion Prevention Systems, Network Security - Monitoring forensics, Penetration Testing and Simulation, Privileged Access Management, Risk Compliance, Third Party Cyber Risk Management,

**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):** i am in need of the disaster and backup recovery, employee monitoring. i am looking to monitor our network and have some visibility. i am also looking for the privileged access management which is required by our auditors. any assistance in the ones i listed will be great. thank you,

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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**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Backup/Disaster Recovery,

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**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):** i backups and disaster recovery.am looking for a cloud based

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**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

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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:** ,Data Governance MDM,Network and application performance monitoring

**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):** i am looking to have tool that can monitor the performance of our applications and data governance.

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**5) Do you have responsibility for Software/Application Development and Management?** no

**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:** ,

**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

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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:** ,BYOD Employee Cell Device ManagementContact Center Optimization,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):** once my security projects are in place, i will be looking to enhance our unified communication system and also enhance our video conferencing

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**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:** ,Data Center NetworkingNetwork ConnectivitySwitching

**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):** upgrade of our network hardware is imminent as we approach the eos.

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**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

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**9) Do you have responsibility for IT Leadership, Talent Management and Training?** no

**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:** 0

**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):** 0

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