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**Total annual spend for IT and cybersecurity development measures for your company: 1000000**

**Industry Sector: Professional Services**

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

Infrastructure

Applications

Staff Augmentation

SAP

Salesforce

IBM

Oracle

GCP

AWS

Snowflake

Data Science/AI/Machine Learning

ITSM

DevOps

Cybersecurity Staffing

Break Fix

Telecom

IoT

RPA

CRM

ERP

**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...?** 100

**How many people are in your IT Department?** 100

**How many people are on your IT security team?** 20

**Number of Contact Center Seats:** 10

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

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

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

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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, Cloud Security Security Awareness Computer-Based Training for end-users Data Center Security Email Security, Managed Security Service Provider

**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):** partnering solutions  
packaging deals through 3rd party agencies  
finding the appropriate solutions for my customers

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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:** Cloud Migration Services,

**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):** partners

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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?: NO**

**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):**  
partners  
3rd party agencies

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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:** Backup/Disaster Recovery Big Data Analytics

**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):** partnering with 3rd party agencies for solutions for my customers

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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:** , Application Architecture, Application Integration, Application Lifecycle Management Cloud, DevOps, IoT, Low Code Development Platform Mobile Outsourced Consulting, Outsourced Software / Application Development Web

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**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):** many depending on clients needs. break fix setting up offices development teams

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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?** 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 Contact Center Optimization, Contract Management Outsourced Consulting, Telecom Expense Management

**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):** mssp partnering  
packaging solutions

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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 Cloud Enablement Cybersecurity Services Digital Transformation (Analytics, AI) IT Service Management (ITSM), QA/Testing, Software / Application Development, Staffing / Recruiting Vendor Evaluations

**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):** many

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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 Advisory / Analyst Support, Staffing - Outsourced staffing - Project based Staffing - Permanent to hire Cybersecurity 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):** devops

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