

**SAGE Publishing** CA, CTO

**What state are your headquarters located in:** CA

**Total annual spend for IT and cybersecurity development measures for your company:** 25000000

**What state are you located in:** CA

**What country are you located in:**

**Industry Sector:** Other

**What are key products or services offered by your company?** electronic content and resources for students, teachers, researchers and libraries.

**How many people are employed by your company?** 1000-5000 employees

**What is the current annual revenue for your organization?** \$250M-\$500M

**How many business locations do you maintain company hardware and equipment such as servers...?** 8

**How many people are in your IT Department?** 160

**How many people are on your IT security team?** 4

**Number of Contact Center Seats:** 10

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

**Who is your current ERP vendor?** 0

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

---

**1) Do you have responsibility for Cybersecurity?** no

**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:** 0

**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):** 0

---

**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 RecoveryCloud Migration Services,CRM,Dev-Ops,Document Management SystemsStorage

**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):** training the current staff, determining roles and responsibilities, deciding on vendors, vendor management, cost management and implications of cloud, cloud security

---

**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 Transformation,Digital Security,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):** we are always trying to evaluate practical and effective use of ai and ml. we are in the middle of the digital transformation, especially since covid.

---

**4) Do you have responsibility for Data Management?** no

**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:** nan

**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):** 0

---

**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 ArchitectureCloud,DevOps,Microsoft StackOpen Source,Outsourced Consulting,Outsourced Software / Application DevelopmentWeb

**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):** we are looking at bringing on and evaluating new development partners in the next year and changing the way we manage and run our development teams.

---

**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?** 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:** Digital Transformation (Analytics, AI),Digital WorkerQA/Testing,Software / Application Development,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):** we are looking

at bringing on and evaluating new development partners in the next year and changing the way we manage and run our development teams.

---

**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 Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : SoftwareLeadership coaching, Staffing - Outsourced staffing – Project based, Staffing - Permanent to hire IT 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):** we are investing more in our staff and battling the staff exodus. we will be making decisions on new training platforms and looking at other ways to add value to our staff, train, mentor and evolve the skills we currently have.

