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**Total annual spend for IT and cybersecurity development measures for your company: 2 Million**

**Industry Sector: Banking / Finance**

**What are key products or services offered by your company? We are a retail and commercial bank**

**How many people are employed by your company? 500-1000 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...? 2**

**How many people are in your IT Department? 30**

**How many people are on your IT security team? 3**

**Number of Contact Center Seats: 30**

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

**Who is your current ERP vendor? NO**

**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:** API Security, DevOps Security Email Security, Identity Access Management, Multi-factor authentication, Zerotrust, Privileged Access 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 looking to prepare for an iam initiative and would like to talk to some iam vendors. this initiative is part of an overall zerotrust initiative i'm working on.

i would also like to focus on pam and talk to some vendors that would offer this sort of solution.

i would like to talk to some vendors that offer a mfa solution that integrates well with ad making for a good end user experience.

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i would also like to talk to some vendors on api security and devops security.

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**2) Do you have responsibility for Cloud software solutions?** no

**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:** ,

**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):** no

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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):** no

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**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:** 0

**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):** no

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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):** no

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**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):** no

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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

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**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:** APIs Cybersecurity Services IT Service Management (ITSM),

**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):** i would like to talk to someone about outsourcing patch management/vulnerability management.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: ,** IT Asset Management 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):** cybersecurity staffing is my biggest challenge right now. or just look to outsource some specific functions such as vulnerability management to a 3rd party. or other tasks to be discussed.

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