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**Total annual spend for IT and cybersecurity development measures for your company: \$5M**

**Industry Sector: Transportation**

**What are key products or services offered by your company?** Travel and transportation services including parking, concession and other related services including a medical center where vaccinations are provided to the public, ITT services including free wi-fi to the public and network/telecommunication services to our tenants

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

**What is the current annual revenue for your organization?** \$500M-\$1B

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

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

**How many people are on your IT security team?** 6

**Number of Contact Center Seats:** 10

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

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

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

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**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):** no

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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, Business Intelligence CRM, ERP, IT Service Management (ITSM)

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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):** expansion of cloud services including accessibility to timely backups, leveraging bi for increased revenue (b2b), consolidating existing customer sources and evaluating crms, evaluating erps for integration with online payment services, and boosting compliance and maturity relative to itsm, self service - data catalogs etc

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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?:** 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 Customer Experience Optimization, Digital Transformation 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):** looking to refine and provide additional optional automated self service tools and support including to our customers and our internal employees relative to employee engagement and onboarding. ability to leverage ai/ml for repetitive tasks and data mining - predictive analytics on traffic patterns and purchasing patterns -- enhancing capabilities to transform operations via technologies

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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:** , BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Cleansing Data Integration Access, Data Quality, Data Visualization, Data Warehousing,

**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):** continue to evolve and expand our data architecture, integrate our data cross hybrid platforms, continue leveraging data visualization for new business revenue opportunities, increase public services with continual improvement. leverage our data tools and security solutions to ensure data is protected -- fighting against ransomware and other intrusion vehicles.

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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:** APIs, Application Architecture, Application Integration, Application Lifecycle Management, Automation Testing Software, Cloud IoT, Mobile, Open Source, Software Compliance, Web

**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):** enhancing app dev tools - for optimal development and automation - capture business needs to develop schematics and business solutions that can be pas qa metrics, provide agile deployment, tools for tracking versioning, promote secure solutions -- all to continually deploy solutions per a backlog. create value for tenants, employees/business processes and the public.

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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

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? 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): no

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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 Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software Leadership coaching, 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): providing employees training and tools to develop skills and competencies including leadership and communication. team building opportunities -- providing certificate programs (cissp, pmp, cbap, networking etc.) management solutions that can assist with workload balancing, project portfolio prioritization, governance and policy aids, and it asset management for continued compliance and maturity development. training of our itt and business for common understanding of risk management, security, data principles (self-service) and governance to select and implement the right solutions for the top business needs -- increase of revenue, operational efficiencies and cost reduction, innovation and new service deployments, and expand/improve passenger experience- a safe, secure and wonderful journey travelling through our airport.

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