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**Total annual spend for IT and cybersecurity development measures for your company:** not sure

**Industry Sector:** Banking / Finance

**What are key products or services offered by your company?** We are a bank so we offer mobile banking, direct deposit, ATMs, loans, mortgages

**How many people are employed by your company?** 100-250 employees

**What is the current annual revenue for your organization?** Less than \$50M

**How many business locations do you maintain company hardware and equipment such as servers...?** 19

**How many people are in your IT Department?** 6

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

**Number of Contact Center Seats:** 8

**What is your current Operating System?** Windows 10

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

**Who is your Cloud Service Provider?** NO

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Endpoint detection response (EDR) Zerotrust Ransomware Security Incident Response

**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):** we have a small team related to security. it is split between our it and risk management departments. we currently oversee some software and portals but aren't directly involved in what we should be purchasing to help keep northway safe and moving forward in the cybersecurity department. we currently use varonis, cisco umbrella, eset and have an outsourced firewall.

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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

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**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):** we are trying to migrate applications to the cloud as applicable. this usually means increased cost. we would also like to start a project to migrate to azure ad but don't even know where to start.

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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:** 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):** 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?** 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:** SD-WAN,

**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):** our routing,

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switching, and firewall are all outsourced. we had talked about sd-wan a couple of years ago but it wasn't a good fit for us. i'd like to revisit that to see if it would be good to put that on our strategic plan for the next 3 years.

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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?** 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:** nan

**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):** no

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