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**Total annual spend for IT and cybersecurity development measures for your company: \$10M**

**Industry Sector: Transportation**

**What are key products or services offered by your company?** First and last mile courier of goods, particularly those in life sciences.

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

**What is the current annual revenue for your organization?** \$100M-\$250M

**How many business locations do you maintain company hardware and equipment such as servers...?** 53

**How many people are in your IT Department?** 5

**How many people are on your IT security team?** 0

**Number of Contact Center Seats:** 0

**What is your current Operating System?** Windows 11

**Who is your current ERP vendor?** MS Dynamics

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

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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:** , Cloud Security Security Awareness Computer-Based Training for end-users, Data Security Disaster / Backup Recovery, Email Security, Endpoint detection response (EDR) Endpoint prevention, Risk Compliance, Web Security

**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):** deployment of azure ad\_x000d\_web filtering\_x000d\_email filtering\_x000d\_endpoint protection

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**2) Do you have responsibility for Cloud software solutions?** yes

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**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 Connect Cloud, Document Management Systems

**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):** backup security of data and applications

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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 Transformation, Digital Security 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):** better collaboration tools beyond teams particularly for project management

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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, BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Cleansing, Data Quality, Data Visualization, Data Warehousing, Network and application performance monitoring

**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):** creation of data warehouse and associated processes to maintain. \_x000d\_  
reporting and dashboarding

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Application Integration Outsourced Consulting,

**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):** interoperability between commercial software

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Cloud based phone systems (VOIP),

**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):** upgrade of current voip system

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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

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**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Company Intranet SD-WAN WIFI,

**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):** upgrade of corporate wifi

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Cybersecurity Services Digital Transformation (Analytics, AI), Digital Worker

**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 real challenges.

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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 Training Software for staff : Cybersecurity, Leadership coaching, Staffing - Outsourced staffing - Project based,

**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):** corporate-wide security awareness training.

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