

**Arkwin Industries Inc.** - arkwin.com - phone: 516.333.2640,  
686 Main St, Westbury, NY

**Michael Geiger - Manager of Information Technology** - mgeiger@arkwin.com, phone: 516.334.6786, 2<sup>nd</sup> phone: (516) 333-2640 ext 359

Other emails: mgeiger@arkwin.com, michael.geiger@arkwin.com

LinkedIn: <https://www.linkedin.com/in/michael-geiger-36898844>

**Contact 2 Info: Joseph D'Amato - Director of Engineering and Quality** – jdamato@arkwin.com, 0, (516) 333-2640 ext. 298

**Contact 2 LinkedIn:** <https://www.linkedin.com/in/joseph-d-amato-269a2a2b>

Other emails: jdamato@arkwin.com, joseph@arkwin.com

**Total annual spend for IT and cybersecurity development measures for your company:** 100000

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** We manufacture aerospace components such as actuators, reservoirs, and valves to name a few.

**How many people are employed by your company?** 100-250 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...?** 1

**How many people are in your IT Department?** 3

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

**Number of Contact Center Seats:** 0

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

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

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

---

**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:** Data Loss Protection Disaster / Backup Recovery Employee monitoring Insider Threat Detection

**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):** the top cyber initiative within the next 6-12 months include setting up immutable backups as well as expanding into azure for our disaster recovery environment. a dedicated solution for data loss prevention is another area i am interested in exploring.

---

**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?** 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

---

**3) Do you have responsibility for Digital Solutions?:** yes

**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

---

**4) Do you have responsibility for Data Management?** yes

**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

---

**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: ,**

**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

---

**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: ,**

**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

---

**7) Do you have responsibility for Network Systems?** yes

**Do you plan to add or expand network system 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: , Data Center Networking**

**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):** the top initiative next fiscal year (starting october 2022) will be to replace our nsa sonicwall firewalls.

---

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: ,

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

---

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 Training Software for staff : Software

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): our top priority is better training resources for our it employees. currently we are using cbt nuggets. i am also interested in solutions for it asset management as well as new help desk software to replace our end of life spiceworks installation.

---

