

**Pacific Steel Recycling** - pacific-steel.com - phone: 0,

**5 River Dr S, Great Falls, Montana, 59405, United States, MT**

**Kenneth Hess** - 0 - kenneth\_hess@pacific-steel.com, phone: 0, 2<sup>nd</sup> phone: (406) 791-8570

**Other emails:** 0, 0

**LinkedIn:** 0

**Contact 2 Info:** 0 - 0 – 0, 0, 0

**Contact 2 LinkedIn:** 0

**Other emails:** 0, 0

**Total annual spend for IT and cybersecurity development measures for your company:** 250k

**Industry Sector:** Other

**What are key products or services offered by your company?** On the steel side, we sell steel products, coil leveling services and product, agriculture steel, and steel processing (cutting, laser, water jet, press break, etc). For recycling, we purchase almost all varieties of scrap metal including vehicles, catalytic converters, aluminum, brass, copper, steel, miscellaneous scrap, ferrous, and non-ferrous. We provide services to commercial and residential customers. We also purchase e-recycling products.

**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...?** 43

**How many people are in your IT Department?** 10

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

**Number of Contact Center Seats:** 3

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

**Who is your current ERP vendor?** JD Edwards

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

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**1) Do you have responsibility for Cybersecurity?** 0

**Do you plan to add or expand cybersecurity initiatives in the next 12 months?** 0

**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):** we would like to investigate whether a dlp is the right fit for ps along with considering alternatives to our soc as a service and end user training platforms.

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**2) Do you have responsibility for Cloud software solutions?** 0

**Do you plan to add or expand cloud solution initiatives in the next 12 months?** 0

**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 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?: 0**

**Do you plan to add or expand digital responsibility initiatives in the next 12 months?: 0**

**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 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):** we are in the process of implementing rpa for qa automation along with rpa for users processes within our jde erp.

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**4) Do you have responsibility for Data Management? 0**

**Do you plan to add or expand data management initiatives in the next 12 months? 0**

**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):** we are encrypting pcs and nas storage but need to target server storage, sql backups, and aws backups and disaster recovery storage. we are currently using power bi and not dissatisfied, but interested in whether a middleware product would help us accelerate visualizing other data.

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**5) Do you have responsibility for Software/Application Development and Management? 0**

**Do you plan to add or expand software / application development initiatives in the next 12 months? 0**

**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 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):** most of the development we have is within the jde erp, but we are interested in the low code and mobile technologies that are emerging and whether there is a fit for ps

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**6) Do you have responsibility for Communication Systems? 0**

**Do you plan to add or expand communication system initiatives in the next 12 months? 0**

**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 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):** we are using cisco voip and manage engine mdm and generally satisfied with the services they provide. i don't believe we have any interest in changing at this point.

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**7) Do you have responsibility for Network Systems? 0**

**Do you plan to add or expand network system initiatives in the next 12 months? 0**

**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 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):** we are

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currently using cisco meraki hardware throughout, but interested in whether there is a competitor that competes in this space and provides a single pane of glass for management.

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**8) Do you have responsibility for Consulting / Outsourcing? 0**

**Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? 0**

**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 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):** we currently use a soc as a service. we have just completed our first year and are satisfied with the results, but would continue to entertain alternatives to ensure that our security posture remains current and reliable.

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**9) Do you have responsibility for IT Leadership, Talent Management and Training? 0**

**Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? 0**

**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 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):** we have a unique culture at ps being that we are employee-owned and have an extraordinarily low turnover rate which running very lean. that said, as we have completed many legacy upgrades over the past years, we are finding our tenured staff in need of more training and we would like to look at available options to get started.

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