

First American - firstam.com - phone: 714.250.3000,

1 First American Way, Santa Ana, CA

Jackie Salama - Director Information Security - jsalama@firstam.com, phone: +44 20 7951 2000, 2nd phone: 800.854.3643

Other emails: jsalama@firstam.com, js@firstam.com

LinkedIn: <https://www.linkedin.com/in/jackie-salama>

Contact 2 Info: Jackie Salama - Director Information Security – jsalama@firstam.com, +44 20 7951 2000, 800.854.3643

Contact 2 LinkedIn: <https://www.linkedin.com/in/jackie-salama>

Other emails: jsalama@firstam.com, js@firstam.com

Total annual spend for IT and cybersecurity development measures for your company: 2M

Industry Sector: Insurance

What are key products or services offered by your company? Insurance

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

What is the current annual revenue for your organization? \$1B-\$5B

How many business locations do you maintain company hardware and equipment such as servers...? 3

How many people are in your IT Department? 250

How many people are on your IT security team? 30

Number of Contact Center Seats: 50

What is your current Operating System? Linux, Windows

Who is your current ERP vendor? Oracle, Workday

Who is your Cloud Service Provider? AWS

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: nan

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

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: Cloud Migration Services ERP SaaS Management,

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): 1- data segregation between different geos_x000d_2- software patches issues, we have additional mandates as the industry we are in, there are additional layers of securities_x000d_best ops practice - update devops practice

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

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

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: Automation Testing Software, Cloud, Mobile Software Compliance,

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): would like to have a low code solution

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

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

8) Do you have responsibility for Consulting / Outsourcing? yes

Do you plan to add or expand consulting / outsourcing 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 Enablement, QA/Testing, Software / Application Development,

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): be able to respond in a reasonable timeframe, with good domain knowledge and less expensive than the big 4

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: Leadership coaching, Staffing - Outsourced staffing - Project based, Staffing - Permanent to hire IT staffing Staffing - Staff Retention

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): effective leadership development
