

APLA Health - aplahealth.org - phone: 213.201.1484,

611 South Kingsley Drive, Los Angeles, CA

Ken Mintzer - Chief Development Officer (CDO) - kmintzer@apla.org, phone: 0, 2nd phone: 213.201.1525

Other emails: kmintzer@apla.org, kenmintzer@apla.org

LinkedIn: <https://www.linkedin.com/in/ken-mintzer-a190b776>

Contact 2 Info: Donny Fan - Chief Information Officer – dfan@apla.org, 626.487.9917, 213.201.1410

Contact 2 LinkedIn: <https://www.linkedin.com/in/donnyfan>

Other emails: dfan@apla.org, d.fan@apla.org

Total annual spend for IT and cybersecurity development measures for your company: 200000

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Medical, dental, and behavioral health services to patients. Also provide food pantry and housing services to underserved population and people living with AIDS/HIV.

How many people are employed by your company? 250-500 employees

What is the current annual revenue for your organization? \$50M-\$100M

How many business locations do you maintain company hardware and equipment such as servers...? 11

How many people are in your IT Department? 9

How many people are on your IT security team? 2

Number of Contact Center Seats: 0

What is your current Operating System? Windows 10

Who is your current ERP vendor? NO

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: , Security Awareness Computer-Based Training for end-users, Data Loss Protection Penetration Testing and Simulation

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): interested in dlp and whether it may make sense for our organization and our environment. also, looking for future partner/vendor for pen test to be done annually as part of our hipaa security risk assessment.

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: Backup/Disaster Recovery, 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): currently, i am looking for a backup solution to backup my office365 environment along with small amount of data on premise. we are also looking for a dms solution to store, track, edit, and approve via workflow of our policies and procedures.

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: 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? 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

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): none at this time. we are happy with our ringcentral ucaas solution.

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: Company Intranet, Network Connectivity

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): may consider expanding our company intranet for several of our locations.

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: Cybersecurity Services,

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):
interested in speaking with vendors that provide hipaa security risk assessments to complete our annual assessment at year-end.

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 Certificates, IT Training Software for staff : Cybersecurity IT Training Software for staff : IT Operations,

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): i am interested in finding training sources that i can have my team take training and certification exams for cybersecurity, networking, salesforce, etc.
