

**Propak Systems Ltd - propaksystems.com - phone: 403.912.7000,**

**440 East Lake Road,Airdrie, Canada**

**David de Graaf - Director of Information Systems and Technology - david.degraaf@propaksystems.com, phone: +86 755 2668 8908, 2<sup>nd</sup> phone: 403.945.7698**

**Other emails: david.degraaf@propaksystems.com, daviddegraaf@propaksystems.com**

**LinkedIn: <https://www.linkedin.com/in/david-de-graaf-1a8a8680>**

**Contact 2 Info: David de Graaf - Director of IT – david.degraaf@propaksystems.com, +86 755 2668 8908, 403.945.7698**

**Contact 2 LinkedIn: <https://www.linkedin.com/in/ACwAACLLx4MBImkxIMz4T8UmptS4BerEeu-rl04>**

**Other emails: david.degraaf@propaksystems.com, daviddegraaf@propaksystems.com**

**Total annual spend for IT and cybersecurity development measures for your company: 5m**

**Industry Sector: Manufacturing / Natural Resources**

**What are key products or services offered by your company?** engineering, fabrication, construction and service for Energy Processing Industry

**How many people are employed by your company?** 1000-5000 employees

**What is the current annual revenue for your organization?** \$500M-\$1B

**How many business locations do you maintain company hardware and equipment such as servers...?** 15

**How many people are in your IT Department?** 18

**How many people are on your IT security team?** 1

**Number of Contact Center Seats:** 5

**What is your current Operating System?** Windows 10 and Windows 2019 server

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

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

---

**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:** Critical Event ManagementData Loss Protection,Email Security,Identity Access ManagementZeroTrustRansomwareSecurity Incident Response,SIEMThird Party Cyber Risk Management,

**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):** third party risk management is a big one. currently have nothing in place and deal with alot of unprotected small vendors. looking for a solution to gauge the risk of dealing with smaller parties.

interested in zero trust and hope to deploy a solution throughout 2022.

---

**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:** ERP,IT Service Management (ITSM)

---

---

**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):** erp and service desk software are the required cloud solutions this year. currently using infor visual onpremise for erp and have outgrown it. use alloy software of it service desk and it no longer meets are needs.

---

**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:** ,Digital Transformation

**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):** very paper based for ap invoicing and receiving. would like to digitize solution with signatures/approvals and auto process much of it into erp.

---

**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:** Server Storage

**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):** running nimble onsite, looking to expand or replace to meet growing storage concerns.

---

**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 challenges at this time

---

**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 challenges at this time

---

**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:** SD-WAN,

**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 setup

---

---

multiple construction sites across the globe through the year that range in duration from 3 to 18 months work. looking for a solution to easily deploy a site and connect to main network regardless of location of endpoints.

---

**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 challenges at this time**

---

**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 Training Software for staff : Cybersecurity,IT Training Software for staff : SoftwareStaffing - Staff RetentionWorkload Prioritization/ Employee Burnout Prevention**

**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): keep, develop and maintain staff.**

---

