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

**Industry Sector: Manufacturing / Natural Resources**

**What are key products or services offered by your company?** Multifactor Authentications\_x000D\_  
Single Sign-On\_x000D\_  
Construction

**How many people are employed by your company?** 250-500 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...?** 14

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

**How many people are on your IT security team?** 10

**Number of Contact Center Seats:** 0

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

**Who is your current ERP vendor?** Microsoft /Viewpoint Spectrum

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

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**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:** Endpoint detection response (EDR), Multi-factor authentication Mobile App Security, Mobile Security

**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):** deployment of mfa and sso, trying to do as we have several different divisions and since we are growing on the services side - there is a lot of field employees to make sure the right people are connecting to wifi's and ensure their devices have the right authentication - and thats whats driving this issue

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

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**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):** n/a\_x000d\_  
deployment of mfa and sso, trying to do as we have several different divisions and since we are growing on the services side - there is a lot of field employees to make sure the right people are connecting to wifi's and ensure their devices have the right authentication - and thats whats driving this issue

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**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):**  
deployment of mfa and sso, trying to do as we have several different divisions and since we are growing on the services side - there is a lot of field employees to make sure the right people are connecting to wifi's and ensure their devices have the right authentication - and thats whats driving this issue

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**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:** 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):** uses office 365

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**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

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**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

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

**Do you plan to add or expand network system initiatives in the next 12 months?** no

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**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

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**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

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**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:** IT Certificates Leadership coaching

**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):** no

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