

**Drucker + Falk** - druckerandfalk.com - phone: 757.245.1541,  
11824 Fishing Point Dr, Newport News, VA

**Rachel Felix** - Administrative Assistant to Chief Information Officer - rfelix@druckerandfalk.com, phone: NA,  
2<sup>nd</sup> phone: NA

Other emails: rfelix@druckerandfalk.com, rachel@druckerandfalk.com

LinkedIn: <https://www.linkedin.com/in/rachel-felix-a7a8771b7>

**Contact 2 Info: David Walton** - Chief Information Officer – dwalton@druckerandfalk.com, 919.846.7300,  
757.928.6222

**Contact 2 LinkedIn:** <https://www.linkedin.com/in/david-richard-walton>

Other emails: dwalton@druckerandfalk.com, david.walton@druckerandfalk.com

**Total annual spend for IT and cybersecurity development measures for your company:** 2.5 million

**Industry Sector:** Other

**What are key products or services offered by your company?** Multi-Family management and Commerical leasing and Sales

**How many people are employed by your company?** 500-1000 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...?** 190

**How many people are in your IT Department?** 12

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

**Number of Contact Center Seats:** 0

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

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

**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 Management, Email Security, Employee monitoring Insider Threat Detection Identity Access Management, Network Security - Firewall Phishing, Security Incident Response

**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):** low cost security managed response

---

**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?** no

---

---

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Dev-Ops,

**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):** devops for software development (crm specific)

---

**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):** any process improvements and devops of interest

---

**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:** 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):** data consolidation

---

**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:** DevOps,

**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):** devops - preferred in crm

---

**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:** Enterprise Mobility Management,

**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):** mdm for ipads

---

**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:** , Network Connectivity Routing Switching

**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):** multiple

---

---

projects, spin replacements, centrally managed networks (all properties) - currently a lot of issues in supply chain and sourcing solutions

---

**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): other:**  
networking consultation

---

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

**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):** responsible for all company wide training initiatives

---

