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**Total annual spend for IT and cybersecurity development measures for your company: 8000000**

**Industry Sector: Professional Services**

**What are key products or services offered by your company? Architecture, Interior Design, Strategy, Branding**

**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...? 21**

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

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

**Number of Contact Center Seats: 12**

**What is your current Operating System? Win 10/11**

**Who is your current ERP vendor? Deltek Vision**

**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? no**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Disaster / Backup Recovery, Risk Compliance, Security Rating / Benchmarking Threat Intelligence**

**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): i need to understand the state of our current security and how it compares to industry standards.**

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**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, Business Intelligence, IoT Managed File Transfer SaaS Management,**

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**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):** i want to right size our cloud infrastructure and improve performance.

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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?:** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Artificial Intelligence Machine Learning Robotic Process Automation (RPA), Workflow and Content Automation

**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):** i would like to automate some disconnected processes and streamline workflows.

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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:** Backup/Disaster Recovery, BI Dashboard Reporting Business Intelligence, Data Cleansing, Outsourced Consulting,

**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):** too many bespoke solutions, would like to streamline and consolidate.

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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:** Application Integration, Outsourced Software / Application Development

**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):** i would like to integrate and automate disconnected, people intensive processes.

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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:** , BYOD Employee Cell Device Management Telecom Expense Management, Unified Communications, Video Conferencing

**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):** consolidation of resources

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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

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Data Center Networking, Hosting, Network Connectivity, SD-WAN Team Collaboration Platform WIFI,

**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):** flexible environment setup for hybrid work.

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** APIs, Database Modernization, Digital Transformation (Analytics, AI), Vendor Evaluations

**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):** engage in autodesk forge economy, drive connected resources, automate manual tasks

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Staffing - Outsourced staffing - Project based, Staffing - Staff Retention, Team Efficiency and Effectiveness Training,

**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):** secure staff commitment and prevent competition poaching

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