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**Total annual spend for IT and cybersecurity development measures for your company: 300000**

**Industry Sector: Banking / Finance**

**What are key products or services offered by your company? Full Service banking / financial services**

**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...? 17**

**How many people are in your IT Department? 3**

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

**Number of Contact Center Seats: 3**

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

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

**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:** Data Loss Protection Data Security, Email Security, Endpoint detection response (EDR) Endpoint prevention, Multi-factor authentication, ZeroTrust Network Security - Unified Threat Management, Privileged Access Management, Security Incident Response Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response Threat Intelligence, User behavior monitoring,

**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):** we are looking to consolidate our various tools and view via a single pane of glass or siem.

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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? 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:** Cloud Migration Services Virtual Machines,

**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):** need to evaluate moving all systems from colo to cloud in 2023 - 2024

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**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

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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:** Network and application performance monitoring

**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):** improve performance and data classification

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**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

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Contact Center Optimization Contract Negotiations Hosted PBX

**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):** need to migrate from mitel in house to cloud telephone system

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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?** yes

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

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**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):** considering moving for fortinet devices at the edge for all locations.

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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:** , Call Centers, Cloud Enablement 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):** telecom migration to cloud. over all cyber security plan.

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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,

**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):** need field support in atl, ga area.

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