Kingston Technology Corporation   CA, IT Director/CISO

What state are your headquarters located in: CA

Total annual spend for IT and cybersecurity development measures for your company: $10,000,000

What state are you located in: CA

What country are you located in:

Industry Sector: High Tech

What are key products or services offered by your company? Kingston is a leading global manufacturer of memory and storage solutions. Our customers include businesses of all sizes, tech consumers and a vast network of channel partners. We supply top tier data centers, cloud providers and PC manufacturers as well as companies developing the next trends in smart devices.

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

What is the current annual revenue for your organization? $5B+

How many business locations do you maintain company hardware and equipment such as servers…? 14

How many people are in your IT Department? 200

How many people are on your IT security team? 6

Number of Contact Center Seats: 100

What is your current Operating System? Microsoft Windows

Who is your current ERP vendor? JDE

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: Application Security - Vulnerability Assessment,Application Security and WAF,API Secutiry,Cloud Security,Critical Event ManagementData SecurityDisaster / Backup Recovery,Email Security,Employee monitoring – Insider Threat Detection,Extended Detection and Response (XDR),Identity Access ManagementZerotrust,Industrial / IoT Security,Managed Security Service ProviderMobile Security,Network Security - Firewall,Network Security - Intrusion Prevention Systems,Network Security - Monitoring forensics,Network Security - Unified Threat Management,Outsourced Consulting,Penetration Testing and Simulation,PhishingPrivileged Access Management,Ransomware,Risk Compliance,Security Incident Response,Security Operations Center – SOC as a Service,Security Rating / BenchmarkingSOAR – Security Orchestration Automation and Response,Third Party Cyber Risk ManagementUser behavior monitoring,Web 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): looking to improve our security posture on prem and in azure, improve the management of our soc with mssp/mdr services, identify pen testing partners with expertise in social engineering, improve mail security with additional gateway products, look for alternatives to all security products we use if a better alternative is available.

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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 RecoveryCloud Migration Services,IT Service Management (ITSM),Managed File Transfer,Mobility,SaaS Management,Storage,Virtual Machines,Virtualization

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): looking to use

ChaseTek

cloud for backup, dr and storage targets, better management of cloud/saas spend and subscription accuracy.

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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): 0

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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,Data Governance MDM,Encryption,Hyper-converged Infrastructure (HCI),Network and application performance monitoringServer 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): as custodians of our data i need to ensure it is protected, backed up, encrypted, and accessible.

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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): 0

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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: Business SMS and MMSCloud based phone systems (VOIP),Contact Center Optimization,Contract Management,Contract Negotiations,Enterprise Mobility Management,Hosted PBX,Outsourced Consulting,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): better visibility, usage, and configuration of teams, conference room video solutions, hosted contact center as well as unified messaging, telecom management.

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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: ,Data Center NetworkingMobilityNetwork Connectivity,Outsourced Consulting,Routing,SD-WAN,SwitchingWAN,WIFI,Wireless

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): better visibility across our network, solution for managing network device security/configuration, better support of our sdwan platform (silverpeak)

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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: Cloud EnablementCybersecurity ServicesIT Service Management (ITSM),

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): looking for strong consulting skills in azure and itsm.

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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: ,IT Asset ManagementStaffing - 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): looking for various it expertise in general.