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**Total annual spend for IT and cybersecurity development measures for your company:** \$2M

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** Industrial automation components

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

**What is the current annual revenue for your organization?** \$500M-\$1B

**How many business locations do you maintain company hardware and equipment such as servers...?** 20+

**How many people are in your IT Department?** 35

**How many people are on your IT security team?** 5

**Number of Contact Center Seats:** 25

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

**Who is your current ERP vendor?** Microsoft and Oracle

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

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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 Cloud Security, Data Loss Protection, Data Center Security, Data Security, DevOps Security, Disaster / Backup Recovery Zerotrust, Industrial / IoT Security, Penetration Testing and Simulation Security Incident Response, Security Operations Center - SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response Threat Intelligence 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):** improve remote offices and factories security

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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

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**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Business Intelligence, Cloud Migration Services ERP IoT,

**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):** reduce on-prem and migrate to cloud

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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:** Digital Customer Experience Optimization, Digital Transformation, Digital Security Robotic Process Automation (RPA),

**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):** we want to know how and where we can benefit from digital transformation

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Visualization, Data Warehousing,

**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):** we like to search and standardize our bi tools

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Application Architecture Cloud IoT, Low Code Development Platform,

**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):** we are looking for which rpa tool to standardize

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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:** , BYOD Employee Cell Device Management, Cloud based phone systems (VOIP), Contact Center Optimization

**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):** we are looking solution to replace our on-prem voip 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?** no

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

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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):** not within next 3-6 months

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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:** , Application Modernization, Business Intelligence Cybersecurity Services Digital Transformation (Analytics, AI),

**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):** not within next 3-6 months

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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 Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Staffing - Staff Retention, Team Efficiency and Effectiveness Training, Workload Prioritization/ Employee Burnout Prevention

**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 to improve our it staffs' efficiency and capability

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