

Marion County Public Schools - marionschools.net/ - phone: 352.671.7260,

1014 Southwest 7th Road,Ocala, FL

Rose Cohen - Director - cohenr@marion.k12.fl.us, phone: 0, 2nd phone: 352.671.7711

Other emails: cohenr@marion.k12.fl.us, rcohen@marion.k12.fl.us

LinkedIn: https://www.linkedin.com/in/ACwAAARgEXYB2qCD_5Pn5_KB8bB0s5qmgGodjIA

Contact 2 Info: Mark Vianello - Executive Director of Career Technical Education – mark.vianello@marion.k12.fl.us, 352.671.6868, 352.671.7700

Contact 2 LinkedIn: <https://www.linkedin.com/in/markvianello>

Other emails: mark.vianello@marion.k12.fl.us, vianellom@marion.k12.fl.us

Total annual spend for IT and cybersecurity development measures for your company: 3MILLION

Industry Sector: Education

What are key products or services offered by your company? Education

How many people are employed by your company? 5000-10,000 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...? 60

How many people are in your IT Department? 85

How many people are on your IT security team? 5

Number of Contact Center Seats: 10

What is your current Operating System? Windows 10

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? 0

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 AssessmentAPI Secutiry,Cloud Security,Critical Event ManagementData Loss ProtectionData SecurityDisaster / Backup RecoveryIdentity Access Management,Multi-factor authentication,ZerotrustManaged Security Service ProviderNetwork Security - Intrusion Prevention SystemsNetwork Security - Unified Threat Management,Phishing,RansomwareWeb 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): one of our main initiatives is to strengthen our cybersecurity posture. we need to implement mfa to all of our users. in addition, looking to schedule a penetration test and vulnerability scan of our environment.

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,Document Management SystemsHelp DeskIT Service Management (ITSM),Managed File TransferSaaS Management,

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 for alternate help desk client support solutions to help us track of customer service calls to out technology team. also looking for a cloud backup storage solution to assist with removing data from our on-premise sites.

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,

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): looking for vendors that can help us identify how ai can help us with automation and workflow creation.

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: 0

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): 0

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: ,

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

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: ,

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): 0

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: Company Intranet, 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): we are looking to expand our internal sharepoint site to a more robust intranet site for all of our employees. also add wap throughout our entire footprint.

8) Do you have responsibility for Consulting / Outsourcing? no

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): 0

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 Management,IT Certificates

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 alternate solutions to help us with the professional development of our current and future staff. also, exploring different solutions for tracking and managing chromebooks, laptops, desktop pcs, ipads and other equipment through out our district.
