

E Trade Financial Corporation - etrade.com - phone: 646.521.4340,

510 Marquette Ave S, Minneapolis, VA

Sunipa Sengupta - Principal, IT Architecture - sunipa.sengupta@etrade.com, phone: 913.220.4784, 2nd phone: 703.236.8400

Other emails: sunipa.sengupta@etrade.com, ssengupta@etrade.com

LinkedIn: <https://www.linkedin.com/in/sunipa-sengupta-16b47426>

Contact 2 Info: Glen Gomez Zuazo - Senior Director IT Architecture – glen.zuazo@etrade.com, 703.236.8738, 512.694.3924

Contact 2 LinkedIn: <https://www.linkedin.com/in/glen-gomez-zuazo>

Other emails: glen.zuazo@etrade.com, glen.gomezzuazo@etrade.com

Total annual spend for IT and cybersecurity development measures for your company: 100M

Industry Sector: Banking / Finance

What are key products or services offered by your company? Banking and Wealth Asset Management

How many people are employed by your company? 5000-10,000 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...? 120

How many people are in your IT Department? 2500

How many people are on your IT security team? 200

Number of Contact Center Seats: 600

What is your current Operating System? Mac

Who is your current ERP vendor? SAP

Who is your Cloud Service Provider? AWS

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 Security, Cloud Security, Data Loss Protection, DevOps Security, Disaster / Backup Recovery, Email Security, Endpoint detection response (EDR), Extended Detection and Response (XDR), Endpoint prevention Identity Access Management Zerotrust, Security Operations Center - SOC as a Service SIEM, SOAR - Security Orchestration Automation and Response

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): xdr capabilities and nextgen security

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 Cloud Migration Services, Co-location CRM Help Desk IT Service Management (ITSM), 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): complete multi cloud migrations

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

4) Do you have responsibility for Data Management? no

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): no

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

6) Do you have responsibility for Communication Systems? no

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): no

7) Do you have responsibility for Network Systems? no

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: ,

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): no

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): no

9) Do you have responsibility for IT Leadership, Talent Management and Training? no

Do you plan to add or expand IT leadership, talent management, and training 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 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): no
