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Total annual spend for IT and cybersecurity development measures for your company: 1000000

Industry Sector: Manufacturing / Natural Resources

**What are key products or services offered by your company?** The Worlds Leading Producer of Strong, Light Weight Trailers. We are an innovative manufacturer of dry freight vans, refrigerated vans and flatbeds. We remain the largest producer of refrigerated vans and one of the largest trailer manufacturer in the United States.

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

**What is the current annual revenue for your organization?** \$1B-\$5B

**How many business locations do you maintain company hardware and equipment such as servers...?** 7

**How many people are in your IT Department?** 25

**How many people are on your IT security team?** 4

**Number of Contact Center Seats:** 25

**What is your current Operating System?** Windows 10

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

**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, Security Awareness Computer-Based Training for end-users, Data Loss Protection Data Security, Email Security, Employee monitoring Insider Threat Detection Endpoint detection response (EDR) Endpoint prevention Network Security - Intrusion Prevention Systems, Phishing, Ransomware Security Incident 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):** repeated ransomware attacks and how to respond to multiple attackers without shutting down all systems every time you suspect someone trying to attack our systems.

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2) Do you have responsibility for Cloud software solutions? yes

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**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, Document Management Systems, 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):** cloud migration and security

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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 Security,

**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):** secure digital assets from ransomware

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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 Encryption

**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):** backup and recovery in a few hours.

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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?** 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

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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:** Company Intranet, Network Connectivity, WIFI, Wireless

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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):** develop company intranet for an air-gapped network.

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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:** IT Service Management (ITSM), Vendor Evaluations

**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):** use 3rd party vendors to complement current staff.

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**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:** nan

**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

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