

Kingston Technology - kingston.com - phone: 714.435.2600,
17600 Newhope Street, Fountain Valley, CA

Marvin H - IT Director - marvin_h@kingston.com, phone: 714.717.2445, 2nd phone: 714.438.1806

Other emails: marvin_h@kingston.com, mh@kingston.com

LinkedIn: <https://www.linkedin.com/in/marvinhung>

Contact 2 Info: John Leitgeb - IT Director – john_leitgeb@kingston.com, 949.400.2359, 714.438.2752

Contact 2 LinkedIn: <https://www.linkedin.com/in/john-leitgeb-64b6b15>

Other emails: john_leitgeb@kingston.com, jleitgeb@kingston.com

Total annual spend for IT and cybersecurity development measures for your company: 40000000

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...? six

How many people are in your IT Department? 30

How many people are on your IT security team? 6

Number of Contact Center Seats: 40

What is your current Operating System? Windows

Who is your current ERP vendor? Oracle

Who is your Cloud Service Provider? Azure

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, Critical Event Management, DevOps Security, Disaster / Backup Recovery, Email Security, Employee monitoring Insider Threat Detection Endpoint detection response (EDR), Extended Detection and Response (XDR) Fraud Prevention / Transaction Security, Identity Access Management Zerotrust Managed Security Service Provider, Mobile App Security Network Security - Firewall Outsourced Consulting, Penetration Testing and Simulation, Phishing Privileged Access Management, Ransomware, Risk Compliance, Security Incident Response, Security Operations Center - SOC as a Service, Security Rating / Benchmarking, SIEM, SOAR - Security Orchestration Automation and Response, Third Party Cyber Risk Management User 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): security initiatives related to public cloud security, casb (api and proxy), uba, mail gateway security, grc.

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, Co-location, Connect Cloud, Help Desk 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): cloud initiatives in regards to public and saas spend, casb, governance, security posture reporting, deployment of servicenow.

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? 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: Backup/Disaster Recovery, Data Governance MDM, Data Visualization Encryption, Hyper-converged Infrastructure (HCI), Network and application performance monitoring, Outsourced Consulting, Server 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): looking for a cloud backup solution to replace vranger, data classification solutions like varonis, cloud nas solutions

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? 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: Business SMS and MMS, BYOD Employee Cell Device Management, Cloud based phone systems (VOIP), Contact Center Optimization, Enterprise Mobility Management, Hosted PBX 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 integration of teams into our various communication platforms, sms, call recording analysis, etc.

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, Data Center Networking, Hosting, Mobility, MPLS, Network Connectivity, Outsourced Consulting, Routing, SD-WAN, Switching, Team Collaboration Platform, WAN, 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): replacing our cisco core network, potentially replacing our aruba wifi environment, sot upgrade for our virtual server enviornment.

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: APIs, Call Centers, Cloud Enablement, Cloud Workload and Migration, Cybersecurity Services IT Service Management (ITSM) Technology Lifecycle Management,

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): any third party service around mdr/mssp for security, os patching,

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
