

**Stellar Industries, Inc.** IA, Chief Information Officer

**What state are your headquarters located in:** IA

**Total annual spend for IT and cybersecurity development measures for your company:** 1.2

**What state are you located in:** IA

**What country are you located in:**

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** Manufacturer of hydraulic truck equipment, related accessories and specialty trailers

**How many people are employed by your company?** 500-1000 employees

**What is the current annual revenue for your organization?** \$250M-\$500M

**How many business locations do you maintain company hardware and equipment such as servers...?** 6

**How many people are in your IT Department?** 12

**How many people are on your IT security team?** 12

**Number of Contact Center Seats:** 0

**What is your current Operating System?** primarily windows

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

**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:** ZeroTrust Penetration Testing and Simulation Security Incident Response, SIEM User behavior monitoring,

**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):** looking to complete pen testing in the next 2-3 months and get advice on regular/appropriate scheduling. \_x000D\_

\_x000D\_ new to siem but see it as a "next step" on our security landscape. want to learn more and understand options. \_x000D\_

\_x000D\_ management of shared devices ie: shop floor computers.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** SaaS 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):** challenge is to adequately manage cloud providers saas solutions including integrations and maintenance of such. especially between on-prem and saas.

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**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): 0**

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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 ReportingBusiness Intelligence,**

**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):** growing use of bi throughout the organization. now at a point where we need to consider management/governance and making easy access for appropriate roles.

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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? 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):** none at the moment

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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: Cloud based phone systems (VOIP)Unified Communications,**

**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):** looking at replacing existing mitel phone system in the next 12-18 months. unsure if this will be on-prem or cloud. looking at options. would like to integrate ability for seamless unified communications for our customers - ie: start with text, move to audio/video call. especially for tech support.

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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: SD-WAN,**

**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):** sdwan evaluation project in process at this time. looking at vendor options.

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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:** Cybersecurity Services,

**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):** may look at virtual ciso services. undecided at this time.

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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 : SoftwareLeadership coaching, Team Efficiency and Effectiveness Training,

**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):** continual improvement and growth for existing staff, both technical training and soft-skills/leadership.

