**Armstrong Global Holdings**  FL, Global Director of IT

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

**Total annual spend for IT and cybersecurity development measures for your company**: IT spend : 800k        Cyber Spend 400k

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

**What country are you located in:**

**Industry Sector**: Manufacturing / Natural Resources

**What are key products or services offered by your company?** ARMSTRONG MAKES IT EASIER WITH A ROADMAP TO DECARBONIZATION, TAILORED FOR YOUR FACILITIES AND INDUSTRY._x000D_
As the call to combat climate change gains momentum and the world moves towards decarbonization, net zero has become our shared destination. Armstrong has been helping companies improve efficiency, lower energy use and reduce environmental emissions for over a century. We're global leaders in thermal utility management and we can help you reach your net-zero goal more seamlessly than anyone in the world.

**How many people are employed by your company?** 1000-5000 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…?** 19

**How many people are in your IT Department?** 28

**How many people are on your IT security team?** 2

**Number of Contact Center Seats**: 0

**What is your current Operating System?** Win 10, Server Win 19

**Who is your current ERP vendor?** IFS  Apps 10

**Who is your Cloud Service Provider?** AWS

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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:** Data Loss ProtectionEmployee monitoring – Insider Threat Detection,Encryption,Endpoint detection  response (EDR),Extended Detection and Response (XDR)Multi-factor authentication,ZerotrustNetwork Security - Intrusion Prevention Systems,Privileged Access Management,Security Incident Response,Security Operations Center – SOC as a Service,

**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)**: incident response policy, procedure and table top exercise must be performed_x000D_
_x000D_
multi factor - 2 fa is not secure enough for our primary cyber insurance underwriter_x000D_
_x000D_
insider threats and /or inside out testing and solutions for preventions_x000D_
_x000D_
how to detect and prevent privilege access rights from being unknowingly raised.

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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?** yes

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** ,Help Desk,IoTManaged File Transfer,

**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)**: i am open to reviewing a saas for helpdesk as our current solution is aging (sysaid) and on premise._x000D_
_x000D_
secure file transfer is an item the cfo wants me to explore, so its a priority._x000D_
_x000D_
iot - we sell saas (armstrong sage) and we are leveraging iot...not sure how you may help in this area but i am certainly interested in learning more.

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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:** Artificial Intelligence  Machine Learning,Digital Transformation,Robotic Process Automation (RPA),

**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)**: rpa for internal processes that are repetitive and non value added._x000D_
_x000D_
ai/ ml - how to leverage the use of data that we collect from the sage application and our umt (https://youtu.be/yesfgzqdbhy)_x000D_
_x000D_
we are always open to making the transition to digitally transforming the manner to conduct business.

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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:** Encryption,Hyper-converged Infrastructure (HCI),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)**: the short term is to encrypt data at rest._x000D_
_x000D_
longer term is our review of replace our hci clusters (india, china, belgium, mi, us) once they reach eol in 2024._x000D_
_x000D_
i saw a new technology that  places data protection into the storage platform. "cyber storage"

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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)**: 0

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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:** ,Video Conferencing

**ChaseTek**

**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)**: we will be replacing the formal conf room endpoint within tthe next 12 months. currently using lifesize icons and lifesize cloud._x000D_
_x000D_
we are looking for compatibility with ms teams in our formal conf rooms.

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** SD-WANWIFI,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)**: i must select a replacement to the current wifi as it has reached eol and no longer is capable of receiving security updates/patches. its a controller based system and i am interested in the latest use of cloud based controllers._x000D_
_x000D_
i heard that cisco extended the support of the catalyst 2960x, mainly because their supply change is backlogged._x000D_
_x000D_
once this clears, i will be in the market for supported lan network switches. i do have 2 locations (belgium and india ) that have current construction expansions on going and this is a good time to review what is in the market.

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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:** Cybersecurity Services,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)**: i want to get ahead of any requests for my dept to be able to evaluate suppliers for cyber security posture

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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?** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** ,Staffing – Permanent to hire Cybersecurity staffing,

**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)**:  as i evaluate the success/failure of my mdr approach, i can then determine of a permanent expansion of our cyber security personnel.