

Coolsys - coolsys.com - phone: 888.992.0977,

145 S State College Blvd,Brea, CA

Chris Schulken - Chief Operating Officer - cschulken@coolsys.com, phone: 860.371.5782, 2nd phone: 714.750.9662

Other emails: cschulken@coolsys.com, christopher.g.schulken@jci.com

LinkedIn: <https://www.linkedin.com/in/chris-schulken-6b214610>

Contact 2 Info: Tomy Joseph - Director, IT Infrastructure Operations – tjoseph@coolsys.com, 714.701.8912, 714.510.9647

Contact 2 LinkedIn: <https://www.linkedin.com/in/tomy-joseph-b661613>

Other emails: tjoseph@coolsys.com, tomy.joseph@coolsys.com

Total annual spend for IT and cybersecurity development measures for your company: 2500000

Industry Sector: Professional Services

What are key products or services offered by your company? Energy Optimization, HVAC Consulting, Engineering, Installation and Service

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

What is the current annual revenue for your organization? \$500M-\$1B

How many business locations do you maintain company hardware and equipment such as servers...? 75

How many people are in your IT Department? 50

How many people are on your IT security team? 10

Number of Contact Center Seats: 75

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 SecurityDevOps Security,Zerotrust,Industrial / IoT SecurityMobile App SecurityNetwork Security - Monitoring forensics,Physical Security - Surveillance and Access Control,Privileged Access Management,

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): wireless security
application security
api security
pam
zerotrust

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,Business Intelligence,Cloud Migration ServicesConnect Cloud,CRM,ERP,Help DeskIT Service Management (ITSM),Managed File Transfer,Mobility,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): cloud migration
erp
saas management
crm
bi
itsm
mobility

3) Do you have responsibility for Digital Solutions?: yes

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: ,Digital Transformation,Digital Security,Digital Workforce,Robotic Process Automation (RPA),Workflow and Content Automation

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):
workflow and content automation
rpa

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,Hyper-converged Infrastructure (HCI),

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): hci
backup/dr

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

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: ,BYOD Employee Cell Device Management,Cloud based phone systems (VOIP),Contact Center Optimization,Contract ManagementEnterprise Mobility Management,Telecom Expense Management,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): cloud
voip

enterprise mobility management
contact center optimization
tem

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: ,Data Center NetworkingMobilityNetwork ConnectivityRouting,SD-WAN,SwitchingWAN,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): wifi
sd-wan

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,Application ModernizationCall CentersCloud Workload and Migration,IT Service Management (ITSM),

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): apis
cloud workload and migration
itsm

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 Asset Management,

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): it asset management
