

**The American Society of Mechanical Engineers**    NY, Managing Director - Enterprise Infrastructure

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

**Total annual spend for IT and cybersecurity development measures for your company:** \$1,200,000

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

**What country are you located in:**

**Industry Sector:** Non-Profit

**What are key products or services offered by your company?** Training, Continuing education, standards

**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?** 32

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

**Number of Contact Center Seats:** 15

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

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

**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, Application Security and WAF, Cloud Security, Security Awareness, Computer-Based Training for end-users, Data Loss Protection, Data Security, Disaster / Backup Recovery, Email Security, Encryption, Zero trust, Penetration Testing and Simulation, Phishing, Privileged Access Management, Security Incident Response, Third Party Cyber Risk 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):** we are looking to tighten our security posture implementing zero trust, secure web gateway, mdr, iam.

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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:** Backup/Disaster Recovery, CRM, Document Management Systems, ERP, IoT, 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):** we are looking for a contract management solution as well as backup/disaster recovery.

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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: ,Data Quality,Encryption,Hyper-converged Infrastructure (HCI),Network and application performance monitoring**

**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): apm solutions, data warehouse, encryption**

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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? yes**

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: APIs,Application Architecture,Application Integration,Cloud,Outsourced Consulting,**

**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): low code tools, secure code, kubernetes security**

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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)Contract Management,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): cloud communications, contract management**

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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-WANWIFI,**

**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): sd-wan and wifi**

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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,QA/Testing**

**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):** mdr and qa testing

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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:** ,IT Training Software for staff : CybersecurityIT Training Software for staff : IT Operations,

**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 training and certification

