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**Total annual spend for IT and cybersecurity development measures for your company: 3000000**

**Industry Sector: Manufacturing / Natural Resources**

**What are key products or services offered by your company? Home construction, rental housing**

**How many people are employed by your company? 100-250 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...? 40**

**How many people are in your IT Department? 0**

**How many people are on your IT security team? 0**

**Number of Contact Center Seats: 0**

**What is your current Operating System? 0**

**Who is your current ERP vendor? 0**

**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:** ,Cloud SecuritySecurity Awareness Computer-Based Training for end-users,Disaster / Backup Recovery,Email Security,Endpoint detection response (EDR)Endpoint preventionIdentity Access Management,Multi-factor authentication,ZerotrustNetwork Security - Intrusion Prevention Systems,Outsourced Consulting,Penetration Testing and Simulation,Phishing,Physical Security - Surveillance and Access ControlRansomware,Risk Compliance,Security Incident Response,Security Operations Center ,Äi SOC as a ServiceThird 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):** our small team can't manage the security function to the level i'd like. especially interested in third-party assistance, or technologies that are close to "set and forget".

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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 DeskIT Service Management (ITSM)

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**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 have a help desk system that we've outgrown. looking to expand.

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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 Customer Experience Optimization,

**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):** big data projects to develop predictive models for sales and operations

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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?:** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** BI Dashboard Reporting Data Governance MDM Outsourced Consulting,

**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):** already have an enterprise data warehouse and using power bi.

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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):** not tackling anything here

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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?:** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Business SMS and MMS,

**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):** sms for salesforce

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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:** Company Intranet, Mobility 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):** as a home builder, we struggle with connectivity at our construction sites. interested in remote wireless capabilities.

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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,

**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):**  
penetration tests and soc

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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 CertificatesLeadership coachingStaffing - Staff Retention,Team Efficiency and Effectiveness Training,Workload Prioritization/ Employee Burnout Prevention

**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):** staffing is top of the mind for every department. this is the year we're investing in human capital. i'm on the team that runs our leadership development program.

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