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Contact 2 Info: Troy Seals - VP, Enterprise Architecture – 0, 0, 0

Contact 2 LinkedIn: https://www.linkedin.com/in/troy-seals-1b767943

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Total annual spend for IT and cybersecurity development measures for your company: 1200000

Industry Sector: Healthcare / Hospital

What are key products or services offered by your company? Healthcare direct to patients

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…? 16

How many people are in your IT Department? 19

How many people are on your IT security team? 4

Number of Contact Center Seats: ?

What is your current Operating System? Windows 10

Who is your current ERP vendor? Healthcare Proprietary Meditech

Who is your Cloud Service Provider? Hybrid

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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 Security,Data Loss Protection,Data Center Security,Disaster / Backup RecoveryIdentity Access Management,Multi-factor authentication,Managed Security Service Provider,Network Security - FirewallOutsourced ConsultingPhishing,Physical Security - Surveillance and Access Control,Security Operations Center ‚Äì SOC as a ServiceSIEMUser 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): pam
soc as a service
disaster backup recovery

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2) Do you have responsibility for Cloud software solutions? no

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: ,

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): 0

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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: Digital Customer Experience Optimization,Digital TransformationDigital Workforce

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):
customer experience with digital kiosk
workforce
transformation

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: Backup/Disaster Recovery,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): this is a potential service area that we may outsource or not.

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),Hosted PBXTelecom 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): getting control of our limited company supplied cell phone along with telcom expense management.

7) Do you have responsibility for Network Systems? no

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: ,

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): 0

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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: Cloud EnablementCybersecurity Services,Staffing / RecruitingVendor 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): with current workforce challenges, looking for potential areas of augmentation in disciplines of security along with potential cloud enablement.

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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 Certificates,IT Training Software for staff : CybersecurityStaffing - Outsourced staffing ‚Äì Project based,Staffing - Staff Retention

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): concerns over current workforce. looking at how to augment. in addition, grow skills and positions via certifications

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