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**Total annual spend for IT and cybersecurity development measures for your company: 200k**

**Industry Sector: Other**

**What are key products or services offered by your company? Cybersecurity\_x000D\_**

**Software Development Support and Applications\_x000D\_**

**IT outsourcing - Server and Database Administration**

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

**What is the current annual revenue for your organization? Less than \$50M**

**How many business locations do you maintain company hardware and equipment such as servers...? 8**

**How many people are in your IT Department? 6**

**How many people are on your IT security team? 1**

**Number of Contact Center Seats: 25**

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

**Who is your current ERP vendor? Oracle NetSuites**

**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 Security DevOps Security, Zerotrust, Phishing, Ransomware**

**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 starting from scratch and trying to develop a gameplan for how should attack cybersecurity**

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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: Cloud Migration Services Dev-Ops, Help Desk Storage, Virtual Machines,**

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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 currently started using microsoft azure and looking to take the next step on moving things to the cloud.

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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):** no

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**4) Do you have responsibility for Data Management?:** no

**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:** nan

**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):** no

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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:** , Application Architecture Application Lifecycle Management, DevOps Software Compliance,

**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):** our ceo prefers we do everything in-house and is limiting the budget, but looking for cost-effective ways to help my developers

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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:** Contract Management,

**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 are a cloud solution today and recently moved to it.

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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:** , Data Center Networking, MPLS, Network Connectivity Routing, SD-WAN, Switching WAN

**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):** we are in the middle of upgrading our core network.

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**8) Do you have responsibility for Consulting / Outsourcing?** no

**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:** ,

**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):** no

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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 Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : Software, IT Training Software for staff : IT Operations, Leadership coaching, Staffing - Outsourced staffing - Project based 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):** i am looking for any training for our leadership team or my it team that can help us bridge the knowledge gap.

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