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Total annual spend for IT and cybersecurity development measures for your company: 5 million

Industry Sector: Healthcare / Hospital

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

How many people are employed by your company? 250-500 employees

What is the current annual revenue for your organization? \$50M-\$100M

How many business locations do you maintain company hardware and equipment such as servers...? 17

How many people are in your IT Department? 5

How many people are on your IT security team? 1

Number of Contact Center Seats: 300

What is your current Operating System? WIndows

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:** Application Security - Vulnerability Assessment,Cloud Security,Critical Event Management,Security Awareness Computer-Based Training for end-users,Data Loss ProtectionData SecurityDisaster / Backup Recovery,Email Security,Employee monitoring - Insider Threat Detection,Encryption,Endpoint detection response (EDR),Extended Detection and Response (XDR),Endpoint preventionIdentity Access Management,Multi-factor authentication,ZerotrustManaged Security Service Provider,Network Security - Firewall,Network Security - Intrusion Prevention Systems,Network Security - Monitoring forensics,Network Security - Unified Threat ManagementPenetration Testing and Simulation,PhishingPrivileged Access Management,Ransomware,Risk Compliance,Security Incident Response,Security Operations Center - SOC as a Service,Security Rating / Benchmarking,SIEM,SOAR - Security Orchestration Automation and Response,Third Party Cyber Risk Management,Threat Intelligence,User behavior monitoring,Web Security

**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):** cloud security, mfa and user behavior monitoring

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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**

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**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Cloud Migration Services, Connect Cloud, Help Desk, Managed File Transfer, Storage, Virtual Machines,

**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):** migrating from hosted to azure / aws.

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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?:** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** Backup/Disaster Recovery, Big Data Analytics, Data Governance, MDM, Data Integration, Access, Data Quality, Data Warehousing, Encryption, Network and application performance monitoring, Server Storage

**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):** data warehousing with a dimensional database.

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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:** APIs, Application Integration, Cloud, Microsoft Stack, Open Source, 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):** apis with emr integration

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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), 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):** voip vendor assessment

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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?:** no

**Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** , Network Connectivity, Routing, SD-WAN, Switching, WAN, WIFI, Wireless

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**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):** researching better sd-wan devices

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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):** 0

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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 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):** researching cbt for our i.t. staff.

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