Penquis - penquis.org - phone: 0,

0, ME

0 - 0 - 0, phone: 0, 2nd phone: 0

Other emails: 0, 0

LinkedIn: 0

Contact 2 Info: 0 - 0 – 0, 0, 0

Contact 2 LinkedIn: 0

Other emails: 0, 0

Total annual spend for IT and cybersecurity development measures for your company: 500000

Industry Sector: Non-Profit

What are key products or services offered by your company? Our efforts are focused on helping families and communities make measurable improvements in five areas: financial security, reliable transportation, stable housing, school readiness, and safe, nurturing environments for children and families.

How many people are employed by your company? 500-1000 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…? 30

How many people are in your IT Department? 5

How many people are on your IT security team? 5

Number of Contact Center Seats: 0

What is your current Operating System? Windows 10 and Server 2016-2019

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 AssessmentData Security,Email SecurityEncryption,Endpoint detection response (EDR)Mobile SecurityPenetration Testing and Simulation,Phishing,RansomwareSecurity Incident Response,SIEM,SOAR - Security Orchestration Automation and Response,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): while i would think we are 'fine' on most fronts, it always pays to be aware of emerging systems. i've selected the areas of concern i have above, and we don have some long standing contracts in place, but am always looking for things to be done better. we are a nonprofit so finances will always be a challenge. i am concerned about our 'human firewall' and am attempting to increase our phishing training.

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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,Document Management Systems,Managed File Transfer,Storage

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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 are just stepping into azure ad integration. will likely increase our presence here but are hesitant of the costs to be incurred. looking to host more information securely in a web portal (possibly sharepoint) to minimize the need for vpn connections to access important data.

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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?: no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: Artificial Intelligence Machine Learning,

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): we investigated darktrace, but pandemic operations skewed it's result. machine learning can most effectively identify a typical patters that could indicate inappropriate behavior/network access.

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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 CleansingNetwork 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): making our files more easily accessible without needing vpn connection, one drive is nice but caters more to the individual, sharepoint is being used, but has equal flaws. data security is a concern once it is on the cloud.

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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: Mobile,

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): we are shifting from maas360 to verizon's mdm. would review alternatives pros/cons.

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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,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): we have an existing contract with mitel, but need to adopt to newer technologies like video conferencing. texting or sms applications are being inquired about. have purchased a trial of reach but would love to know more about this application and major providers.

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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: Company IntranetSD-WAN,

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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): ae are looking at increasing our sharepoint site, or utilizing another means of company data collaboration without the need for vpn connection. we have just purchased fortinet firewalls, with sd wan capability, would be interested in learning more about this technology and it's cost savings possibilities.

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: ,

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): we do not plan to outsource consulting further than we already have.

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 : Cybersecurity,IT Training Software for staff : Software,IT 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): training is always important. i have been disappointed by the 'encyclopedia' training offerings we have used where upon purchasing a subscription hundreds of courses are available, but no 'path' that should be taken. looking at more individualized trainings.

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