

Nalcor, LLC - nalpac.com - phone: 709.737.1400,

500 Columbus Drive, St John's, MI

Natalie Templeman - Chief Information Officer - natalietempleman@nalcorenergy.com, phone: 709.737.1440,
2nd phone: 709.733.5377

Other emails: natalietempleman@nalcorenergy.com, natalie.templeman@nalcorenergy.com

LinkedIn: <https://www.linkedin.com/in/natalie-templeman-62447836>

Contact 2 Info: David Salamon - IT Director – NA, NA, 248.246.1218

Contact 2 LinkedIn: <https://www.linkedin.com/in/davidpsalamon>

Other emails: davidsalamon@nalcorenergy.com, dsalamon@nalcorenergy.com

Total annual spend for IT and cybersecurity development measures for your company: 250,000+

Industry Sector: Other

What are key products or services offered by your company? We are a distribution company focused on leveraging technological assets to enhance and expedite the warehousing distribution process.

How many people are employed by your company? 50- 100 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...? 2

How many people are in your IT Department? 3

How many people are on your IT security team? 2

Number of Contact Center Seats: 5

What is your current Operating System? Windows/Linux/VMware

Who is your current ERP vendor? Prophet 21/ Epicor

Who is your Cloud Service Provider? Azure

1) Do you have responsibility for Cybersecurity? yes

Do you plan to add or expand cybersecurity 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: API Security, Security Awareness Computer-Based Training for end-users Extended Detection and Response (XDR) Industrial / IoT Security Network Security - Firewall Network Security - Monitoring forensics Phishing, Ransomware, User 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): cybersecurity is ever an ever evolving issue with problems being created/found daily and solutions to those problems again, are being formulated daily. _x000d_ _x000d_

while currently we have no immediate security needs we are aware there are issues we are unaware of and have yet to learn how to mitigate our risks. these meetings will hopefully help us to understand what these issues are and where our systems may need more protection then they currently have (api security is a big one for me).

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: , Business Intelligence, Dev-Ops, Document Management Systems Help Desk, IoT, IT Service Management (ITSM), Managed File Transfer SaaS Management Virtual Machines, Virtualization

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): the biggest issue i have here is with document (general office staff) and helpdesk management (it and warehouse helpdesk). _x000d_
x000d
we have a synology nas and hope to place some new vm's on this nas shortly so there's no harm in exploring these options for virtualization.

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

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: BI Dashboard Reporting, Big Data Analytics, Business Intelligence, Data Integration Access, Data Quality, Data Visualization, Data Warehousing,

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): the biggest issue i have currently is that i have years of data, but less than great analytics on that data. i would love better ways to analyze our data to better understand industry trends and where they are heading and/or assist our purchasing department with our customers buying trends.

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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: APIs, Application Architecture, Application Integration, Application Lifecycle Management, Automation Testing Software DevOps, Microsoft Stack, Mobile, Web

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 in the process of finishing a magento 2.4 commerce website with epicor e-commerce connect which connects to our p21 middleware. _x000d_
x000d
we custom-built and currently dev/maintain a shipping software suite that connects directly to our erp db and allows full control over carrier and order options. we are slowly converting this software into our new erp as we are developing receiving and picking modules for our warehouse. _x000d_
x000d
we have also been developing e-commerce plugins to better help our customers create direct connections between our data and their e-commerce platform. currently limited to shopify but are growing outwards with the many e-commerce solutions out

there._x000d_
x000d

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: Cloud based phone systems (VOIP),

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 might be moving to comcast voice soon due to features they offer that vonage does not at a cheaper price.

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 Intranet,

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): the only issue here currently is network segmentation. we currently only use a single vlan on an extremely congested network so the sooner we distribute critical voip, security, and device addresses to new vlans the better our traffic will look on the other side.

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): p21 consultants are the only ones i would need and currently we have no need.

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? no

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: IT Training Software for staff : Software

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): no current openings expected in the next 12 months.
