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Total annual spend for IT and cybersecurity development measures for your company: \$100M

Industry Sector: Education

What are key products or services offered by your company? Higher Education, Research, Health Care

How many people are employed by your company? 10,000+ employees

What is the current annual revenue for your organization? \$1B-\$5B

How many business locations do you maintain company hardware and equipment such as servers...? 4

How many people are in your IT Department? 40 (local IT Dept)

How many people are on your IT security team? 30

Number of Contact Center Seats: 100

What is your current Operating System? Unix, Windows, Mac, others

Who is your current ERP vendor? Oracle, Homegrown Systems

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? yes

Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: ,Cloud Security,Disaster / Backup RecoveryPenetration Testing and SimulationRansomware

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): whitehat pen testing; ransomware prevention; hybrid/azure cloud security evaluation; azure bu/dr strategy and evaluation

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: Backup/Disaster RecoveryCloud Migration Services,

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): azure bu/dr strategy and current state evaluation; azure migration assessment

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, Digital 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): preparing it support for long-term remote work; identify opportunity for ai/ml application in our environment.

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: ,BI Dashboard Reporting,Big Data Analytics,Business IntelligenceData Governance MDM,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): * need to creates business-friendly interface for data extraction, ad-hoc reporting, and data visualization.

- * need to create dashboard and metrics for business units.
- * need to evaluation current use of data warehouse, and recommendation if data lake is relevant in our environment.
- * learn more about benefits and procedure to establish formal data governance structure.

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: ,Application Architecture,Application Integration,Cloud,Low Code Development Platform,Microsoft Stack

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): * need to transition from traditional web-app development on ms stack to low-code development platform. most interested in ms stack solution for compatibility with existing application portfolio.

6) Do you have responsibility for Communication Systems? no

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: ,

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): 0

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: .



^{*} need to evaluate current application architecture and integration with cloud service.

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

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 Workload and Migration,Technology Lifecycle Management,

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): * would like to learn more about technology lifecycle management; how it differs from asset lifecycle management or sdlc.

* consider third party assessment on current cloud migration effort and possibly assistance to complete migration projects.

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 Advisory / Analyst SupportIT Certificates,IT Training Software for staff: IT Operations,Leadership coachingWorkload 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): * interested in alternative to gartner, infotech advisory service.



^{*} want to learn more about employee burnout prevention.

^{*} interested in industry standard it certification training