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Total annual spend for IT and cybersecurity development measures for your company: \$1,500,000 Annually

Industry Sector: Government (state/local/federal)

What are key products or services offered by your company? Single Family Home Loans and Multifamily Tax Credit Development

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

What is the current annual revenue for your organization? \$100M-\$250M

How many business locations do you maintain company hardware and equipment such as servers...? 3

How many people are in your IT Department? 22

How many people are on your IT security team? 1

Number of Contact Center Seats: 125

What is your current Operating System? Windows 10 Enterprise

Who is your current ERP vendor? 0

Who is your Cloud Service Provider? 0

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 and WAF,Endpoint prevention,Fraud Prevention / Transaction Security,Identity Access ManagementZerotrust,Network Security - Firewall,Penetration Testing and SimulationPhysical Security - Surveillance and Access ControlRansomware,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): ransomware protection - ways to prevent and recover. end point security in a vdi environment. external pen testing for a small attack surface. log in, log out and employee monitoring.

2) Do you have responsibility for Cloud software solutions? no

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: .

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): 0



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

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: ,Hyper-converged Infrastructure (HCI),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): beginning to research data center refresh in 2023.

5) Do you have responsibility for Software/Application Development and Management? no

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: .

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): 0

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: ,BYOD Employee Cell Device Management,Cloud based phone systems (VOIP),Hosted PBX

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): beginning t research hosted and c loud based pbx systems.

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: SD-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): interested in utilizing sd-wan to maximize both pipes currently incoming to hq.

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

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: 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): looking for training to gain certifications for staff.

