

DiSTI Corporation FL, IT Manager

What state are your headquarters located in: FL

Total annual spend for IT and cybersecurity development measures for your company: 750000

What state are you located in: FL

What country are you located in:

Industry Sector: Government (state/local/federal)

What are key products or services offered by your company? Virtual maintenance trainers to DoD

How many people are employed by your company? 50- 100 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...? 1

How many people are in your IT Department? 5

How many people are on your IT security team? 2

Number of Contact Center Seats: 0

What is your current Operating System? Windows 10

Who is your current ERP vendor? 0

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: Employee monitoring – Insider Threat Detection, Managed Security Service Provider, Outsourced Consulting, Penetration Testing and Simulation, Risk Compliance, Security Operations Center – SOC as a Service, SIEM

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): identifying solutions for controls regarding nist/cmmc

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: 0

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): nan

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: 0

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): nan

4) Do you have responsibility for Data Management? no

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: 0

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): nan

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: 0

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): nan

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)

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 will be moving to a new office this year around october and we want to review / upgrade our phone system

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: Data Center Networking, Network Connectivity, Routing, Switching, 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): we will be moving to a new office this year around october and we will be reviewing our setup ahead of time to ensure the network is correctly setup and identify any failure points or anything that needs to be addressed

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: 0

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): nan

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 Advisory / Analyst Support, IT Asset Management, IT Certificates, IT Training Software for staff : Cybersecurity, IT Training Software for staff : IT Operations, Staffing - Permanent to hire IT staffing, Staffing – Permanent to hire Cybersecurity staffing

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): we have been struggling to find a candidate for our system administrator position with very few candidates even applying, those that do apply do not have the needed experience that is being requested and we need to fill the position. _x000d_ training we want to improve our training to staff and it operations to include content of cybersecurity and other content that is applicable to their roles.

