

**PBI-Gordon Companies** - pbigordon.com - phone: 0,

**22701 W 68th Ter, Shawnee, Kansas, 66226, United States, KS**

**Rick Blomquist** - 0 - 0, phone: (602) 321-0191, 2<sup>nd</sup> phone: (816) 460-6338

**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:** Roughly \$250,000 annually

**Industry Sector:** Manufacturing / Natural Resources

**What are key products or services offered by your company?** 0

**How many people are employed by your company?** 500-1000 employees

**What is the current annual revenue for your organization?** \$250M-\$500M

**How many business locations do you maintain company hardware and equipment such as servers...?** 8

**How many people are in your IT Department?** 16

**How many people are on your IT security team?** 2

**Number of Contact Center Seats:** 4

**What is your current Operating System?** Microsoft

**Who is your current ERP vendor?** Microsoft

**Who is your Cloud Service Provider?** Hybrid

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**1) Do you have responsibility for Cybersecurity?** 0

**Do you plan to add or expand cybersecurity initiatives in the next 12 months?** 0

**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 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):** cloud security, ransomware protection, end user training, data loss prevention-

our hybrid environment has raised concerns over security of both cloud and on-premise services.

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**2) Do you have responsibility for Cloud software solutions?** 0

**Do you plan to add or expand cloud solution initiatives in the next 12 months?** 0

**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):** cloud archive storage is a major initiative and we are very concerned with encryption/security and performance.

saas vendor assessments (risk, compliance, data ownership gdpr)

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**3) Do you have responsibility for Digital Solutions?: 0**

**Do you plan to add or expand digital responsibility initiatives in the next 12 months?: 0**

**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):** none. we are well positioned and stable.

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**4) Do you have responsibility for Data Management? 0**

**Do you plan to add or expand data management initiatives in the next 12 months? 0**

**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):** we are in a transition year with current data management initiatives. rearchitecting on-prem and cloud data storage and io. moving from a co-lo to a new hybrid on-prem dc to private owned distributed data center to cloud.

encryption, network performance are key areas of understanding.

bi and reporting visualization is another area of interest.

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**5) Do you have responsibility for Software/Application Development and Management? 0**

**Do you plan to add or expand software / application development initiatives in the next 12 months? 0**

**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):** we are ms d365 erp and have limited development.

we manage our app lifecycle and validation.

we consider and manage our api partners.

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**6) Do you have responsibility for Communication Systems? 0**

**Do you plan to add or expand communication system initiatives in the next 12 months? 0**

**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 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 are considering a change in voip provider, early stages, target 2023 for full migration

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we are utilizing teams for most vc at this point and are working to optimize our conference spaces to better integrate our remote and our in office workers.

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**7) Do you have responsibility for Network Systems? 0**

**Do you plan to add or expand network system initiatives in the next 12 months? 0**

**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 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):** no major initiatives in this domain.

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**8) Do you have responsibility for Consulting / Outsourcing? 0**

**Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? 0**

**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):** under the project for d365 we are looking at software and app development partners. we are currently engaged with a local firm for cybersecurity services but open to alternatives.

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**9) Do you have responsibility for IT Leadership, Talent Management and Training? 0**

**Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? 0**

**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 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):** expand our connection with the business with advisory relationships across the organization.

training for all staff on cybersecurity, raising the baseline knowledge and equipping all for roles in incident response teams.

burnout prevention is a key concern with the impact of remote working and extended/variable hours of access.

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