{{ company }} {{ website }} - phone: {{ phone }},

{{ address }}, {{ state }},

{{ attendee }} - {{ job\_title }} - {{ email }}, phone: {{ phone2 }}, 2nd phone: {{ cell }}

Other emails: {{ email1 }}, {{ email2 }}

LinkedIn: {{ linkedin }}

Contact 2 Info: {{ attende2 }} - {{ job\_title\_c2 }} – {{ email\_2 }}, {{ phone2\_2 }}, {{cell2}}

Contact 2 LinkedIn: {{ linkedin2 }}

Other emails: {{ email1\_2 }}, {{ email2\_2 }}

Total annual spend for IT and cybersecurity development measures for your company: {{ annual\_spend }}

Industry Sector: {{ industry }}

What are key products or services offered by your company? {{ key\_products }}

How many people are employed by your company? {{ employees }}

What is the current annual revenue for your organization? {{ revenue }}

How many business locations do you maintain company hardware and equipment such as servers…? {{ locations }}

How many people are in your IT Department? {{ it\_count }}

How many people are on your IT security team? {{ security\_count }}

Number of Contact Center Seats: {{ contact\_center }}

What is your current Operating System? {{ op\_s }}

Who is your current ERP vendor? {{ erp\_v }}

Who is your Cloud Service Provider? {{ cloud\_sp }}

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| --- |
| 1. Do you have responsibility for Cybersecurity? {{ cyber\_res }}   Do you plan to add or expand cybersecurity initiatives in the next 12 months? {{ cyber\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ cyber\_sol }}  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): {{cyber}} |
| 2) Do you have responsibility for Cloud software solutions? {{ cloud\_res }}  Do you plan to add or expand cloud solution initiatives in the next 12 months? {{ cloud\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ cloud\_sol }}  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 }} |
| **3) Do you have responsibility for Digital Solutions?**: {{ digital\_res }}  **Do you plan to add or expand digital responsibility initiatives in the next 12 months?**: {{ digital\_in }}  **Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind:** {{ digital\_sol }}  **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)**: {{digital}} |
| 4) Do you have responsibility for Data Management? {{ data\_res }}  Do you plan to add or expand data management initiatives in the next 12 months? {{ data\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ data\_sol }}  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): {{data}} |
| 5) Do you have responsibility for Software/Application Development and Management? {{ soft\_res }}  Do you plan to add or expand software / application development initiatives in the next 12 months? {{ soft\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ soft\_sol }}  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): {{ soft }} |
| 6) Do you have responsibility for Communication Systems? {{ coms\_res }}  Do you plan to add or expand communication system initiatives in the next 12 months? {{ coms\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ coms\_sol }}  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): {{ coms }} |
| 7) Do you have responsibility for Network Systems? {{ network\_res }}  Do you plan to add or expand network system initiatives in the next 12 months? {{ network\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ network\_sol }}  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): {{ network }} |
| 8) Do you have responsibility for Consulting / Outsourcing? {{ consult\_res }}  Do you plan to add or expand consulting / outsourcing initiatives in the next 12 months? {{ consult\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ consult\_sol }}  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): {{ consulting }} |
| 9) Do you have responsibility for IT Leadership, Talent Management and Training? {{ it\_res }}  Do you plan to add or expand IT leadership, talent management, and training initiatives in the next 12 months? {{ it\_in }}  Please specify which solutions you are interested in speaking to solution providers about with current and future projects in mind: {{ it\_sol }}  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): {{ IT }} |