{{company}} {{state}}, {{job\_title}}

What state are your headquarters located in: {{state}}

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

What state are you located in: {{state}}

What country are you located in: {{country}}

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}}

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}}

1. 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}}