

Altria VA, Director Domain Architecture

What state are your headquarters located in: VA

Total annual spend for IT and cybersecurity development measures for your company: \$300,000,000.00

What state are you located in: VA

What country are you located in:

Industry Sector: Manufacturing / Natural Resources

What are key products or services offered by your company? We are a consumer packaged goods company offering a variety of tobacco based or derived products.

How many people are employed by your company? 5000-10,000 employees

What is the current annual revenue for your organization? \$5B+

How many business locations do you maintain company hardware and equipment such as servers...? ~120

How many people are in your IT Department? 300

How many people are on your IT security team? 35

Number of Contact Center Seats: 0

What is your current Operating System? 0

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: Application Security - Vulnerability Assessment API Security, Cloud Security, Data Loss Protection, Data Security, DevOps Security, Disaster / Backup Recovery, Identity Access Management, Multi-factor authentication, Zero trust, Industrial / IoT Security, Ransomware

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): we are continuing our journey along the security paradigm which i suspect all companies are going through. we are always seeking to further mature and enhance our security posture - so throughout 2022 we are focused on maturing our technology, people, and processes. in addition, as we further consolidate our holdings in cloud based offerings, we are looking to leverage our existing on-prem investments while seeking unified integrations, automation, and orchestration.

2) Do you have responsibility for Cloud software solutions? yes

Do you plan to add or expand cloud solution 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: Backup/Disaster Recovery, Co-location, Dev-Ops, Storage, Virtual Machines, Virtualization

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): we continue to grow our foundation in cloud iaaS paas while continually seeking opportunities to move towards true saas offerings. at the same time we are consolidating our on-prem footprint to modern colo providers and away from vendor specific data center campuses.

3) Do you have responsibility for Digital Solutions?: yes



Do you plan to add or expand digital responsibility 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: Artificial Intelligence Machine Learning,Digital Consulting,Digital Customer Experience Optimization,Digital Transformation,Digital Security,Digital Workforce,Robotic Process Automation (RPA),Workflow and Content Automation

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): basically, we are all in on the digital frontier - we have workstreams in all of your options above underway right now with plans over the next 18 months.

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: nan

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): 0

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)Enterprise Mobility ManagementUnified Communications,

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 trying to sort out the transition from legacy phone systems to a cloud based voip solution which could be applied across out enterprise.

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,MPLS,Network ConnectivityRouting,SD-WAN,SwitchingWAN,WIFI,Wireless

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 are evaluating transitioning away from legacy mpls offerings towards evpl and sd-wan.

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? no

Do you plan to add or expand IT leadership, talent management, and training 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: nan

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): 0

