

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante		
Bari	GBS	GBS	Application Architect	11			
			Application Consultant	2			
			Application Developer	16			
			Business Analyst	1			
			Infrastructure Specialist	1			
			Learning Developer	1			
			Package Solution Consultant	1			
			Project Manager	4			
			Strategy Consultant	1			
			Technical Solution Architect	3			
			Test Specialist	1			
			GTS	GTS ITS	Infrastructure Architect	1	
					Infrastructure Specialist	2	
					Delivery Analyst	1	
	GTS	GTS SO	System Services Representative	7			
			System Services Representative	1			
	S&D	Industries & Business Development	Enterprise Italy	1			
			Mid-Market Client Representative	1			
	SWG	Rome SW Laboratory	Appl Integration & Middleware Solutions Specialist	1			
			Application Architect	1			
			Business Process Solution Architect	1			
			Client Technical Architect	1			
			Client Technical Specialist	2			
			Integration Architect	2			
			Project Manager	1			
			Software Developer	1			
			Technical Support Professional	1			
			Technical Solution Architect	1			
			Solution Representative	1			
			Application Architect	2			
			Application Developer	6			
			Bologna	GBS	GBS	Infrastructure Specialist	3
	Package Solution Consultant	7					
Project Manager	1						
Test Specialist	1						
GTS	GTS ITS	Client Technical Architect				1	
		Infrastructure Specialist				11	
		IT Management Consultant				1	
		Network Services Specialist				2	
		Project Administrator				1	
		Project Manager				1	
		Server Support Specialist				2	
		Service Delivery Manager				1	
		Solution Representative - Brand Specialist				5	
		Delivery Analyst				1	
GTS	GTS SO	Delivery Project Executive		1			
		Infrastructure Architect		1			
		Project Executive		1			
		Project Manager		3			
		GTS		GTS TSS	Business Operations Professional	1	
					Delivery Project Manager	1	
					IMAC Coordinator	3	
					Service Coordinator	1	
					Solution Representative - Brand Specialist	1	
					Support Center Representative	1	
System Services Representative	24						
Client Representative	1						
S&D	Industries & Business Development	Solution Representative		1			
		Enterprise Italy		5			
		Mid-Market Client Representative		1			
		Fiat-Chrysler		1			
		BPO		1			
		Technical Sales		1			
		Enterprise Public		1			
		GIE	STS	Customer Relationship Representative (CRR)	3		
				Deal Facilitator	1	1	
				Marketing, Comms & Citizenship	1	1	
Market Management Market Segment Manager	1			1			
Application Architect	1						
SWG	Rome SW Laboratory	Software Specialist	1				
		Software Test Specialist	1				
		Systems Engineering Professional	1				
		Other Software Engineer	2				
		SWG	SWG	Brand Client Representative	3		
				Client Representative	1		
				Solution Representative	2		
				Solution Representative - Brand Specialist	3		
		STG	STG	Business Programs Manager	1	1	
				Client Representative	1		
Solution Representative - Brand Specialist	4						
Cagliari	GBS	GBS	Application Architect	2			
			Infrastructure Specialist	1			
			Project Manager	3			
			Technical Solution Architect	3			
			Test Specialist	1			
			Infrastructure Architect	1			

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante	
Catania		GTS TSS	Service Coordinator	2		
			System Services Representative	3		
	GBS	GBS	Application Architect	3		
			Application Developer	1		
			Infrastructure Architect	1		
			Project Manager	1		
	GTS	GTS ITS	Service Delivery Manager	1		
		GTS TSS	Support Center Representative	1		
			System Services Representative	3		
			Mid-Market Client Representative	1		
Firenze	S&D	Enterprise Italy	Application Consultant	1		
	GBS	GBS	Application Developer	11		
			Business Analyst	1		
			Database Administrator	1		
			Information Architect	1		
			Infrastructure Architect	1		
			Package Solution Consultant	1		
			Project Administrator	1		
			Project Manager	6		
			Test Specialist	1		
			Other IT Services	4		
	GTS	GTS ITS	Infrastructure Architect	1		
			Infrastructure Specialist	11		
			Network Services Specialist	2		
			Project Manager	1		
			Server Support Specialist	1		
			Service Delivery Manager	1		
			Solution Representative - Brand Specialist	2		
		GTS SO	Delivery Project Executive	1		
		GTS TSS	People Manager	1		
			Solution Representative - Brand Specialist	1		
			System Services Representative	10		
	S&D	Inside Sales	Client Representative	1		
		Enterprise Italy	Client Representative	4		
			Mid-Market Client Representative	1		
		Technical Sales	Client Technical Architect	1		
		Enterprise Public	Client Representative	1		
			Project Manager	1		
	GIE	STS	Accounts Receivable Collections Specialist	1	1	
			Business Partner Relationship Champion (BPRC)	1		
	SWG	Rome SW Laboratory	Client Technical Specialist	1		
			Resource Deployment Manager	1		
			Software Specialist	1		
		SWG	Brand Client Representative	1		
			Solution Representative - Brand Specialist	1		
	STG	STG	Solution Sales Manager	1		
	Genova	GBS	GBS	Application Developer	1	
		GTS	GTS ITS	Client Technical Architect	1	
				Infrastructure Specialist	2	
				Project Manager	2	
			Service Delivery Manager	1		
			Solution Representative - Brand Specialist	1		
		GTS TSS	Support Center Representative	3		
			System Services Representative	2		
S&D		Inside Sales	Project Manager	1		
		Enterprise Italy	Client Representative	1		
	Enterprise Public	Client Representative	1			
SWG	SWG	Client Technical Specialist	2			
		Industry Solution Representative	1			
STG	STG	Client Representative	2			
		Client Technical Architect	1			
		Client Technical Specialist	1			
MI Cascia	GTS	GTS SO	Facility Management Specialist	1		
			Systems Administrator	8		
MI Pero	GTS	GTS SO	Data Center Manager	1		
			Facility Management Specialist	6		
			Systems Administrator	9		
		GTS TSS	System Services Representative	1		
MI Segrate	GIE	STS	Asset Management Analyst	1		
	GBS	GBS	Application Architect	21		
			Application Consultant	9		
			Application Developer	49		
			Assistant/Secretary	1		
			Business Analyst	18		
			Business Operations Professional	9	1	
			Business Sales & Delivery Executive	2		
			Business Transformation Consultant	5		
			Data Specialist	1		
			Functional Manager	9	1	
			Infrastructure Architect	1		
			Infrastructure Specialist	2		
			Learning Developer	2		
			Market Management Market Segment Manager	1		
		Measurements & Reporting Analyst	2			
		Package Solution Consultant	82			

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Performance & Optimization Professional	2	
			Project Administrator	4	
			Project Executive	1	
			Project Manager	39	
			Project Staffing Professional	4	1
			Recruitment Professional	1	
			Resource Deployment Manager	1	
			Resource Staffing Professional	1	
			Security & Privacy Consultant	1	
			Server Services Specialist	1	
			Solution Manager	3	
			Solution Representative	1	
			Strategy Consultant	20	
			Technical Team Leader	5	
			Test Specialist	3	
			Other IT Services	68	
GTS	GTS Marketing		Business Partner Marketing Professional	1	
			Market Management Market Segment Manager	6	
			Service Planning Representative	1	
			Solution Representative - Brand Specialist	1	
	GTS Business Operations		Application Consultant	1	
			Business Advisor	3	
			Business Operations Professional	4	
			Business Operations Specialist	4	2
			Capacity Management Professional	1	
			Compliance Audit & Risk Assurer	3	
			Contract Engagement Advisor	1	
			Contract Management Advisor	2	
			Contract Management Analyst	1	
			Contract Management Specialist	1	
			Contract Manager	1	
			General Legal Support Specialist	1	
			IBM Sales Model Professional	1	
			People Manager	1	
			Project Manager	3	
			Quality Assurance Professional	2	1
			Sales Execution & Management Professional	1	
			Project Manager: Quality Assurance	1	1
	GTS Transformation		Client Technical Architect	1	
			Other IT Services	1	
			Sales Specialist	1	
	GTS ITS		Brand Client Representative	3	
			Business Analyst	1	
			Business Continuity & Resiliency Svcs Consultant	4	
			Client Representative	1	
			Client Technical Architect	13	
			Contract Management Advisor	1	
			Data Center Specialist	1	
			Deskside Support Representative	3	
			Industry Solution Representative	1	
			Infrastructure Architect	21	
			Infrastructure Specialist	52	
			IT Management Consultant	4	
			Network Services Specialist	5	
			Network Support Specialist	7	
			People Manager	8	
			Project Administrator	1	
			Project Manager	30	
			Resource Deployment Manager	1	
			Sales Execution & Management Professional	1	
			Security & Privacy Consultant	3	
			Security Architect	2	
			Security Services Specialist	2	
			Server Support Specialist	3	
			Service Delivery Manager	8	
			Software Platform Management Specialist	4	
			Solution Representative	1	
			Solution Representative - Brand Specialist	15	
			Solution Sales Manager	2	
			Other IT Services	26	
	GTS SO		Account/Technical Subject Matter Expert	7	
			Business Advisor	3	
			Business Analyst	8	
			Business Operations Professional	1	
			Business Programs Manager	1	
			Contract Commercial Manager	2	
			Contract Management Advisor	7	4
			Contract Management Analyst	2	1
			Contracts and Operations Assistant	1	
			Database Administrator	1	
			Delivery Analyst	7	
			Delivery Project Executive	11	
			Delivery Project Manager	1	
			Engagement Solution Architect	18	
			Enterprise Architect	1	

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Facility Management Specialist	6	
			Infrastructure Architect	11	
			Infrastructure Specialist	3	
			Operations Production Analyst	3	
			People Manager	10	
			Project Executive	2	
			Project Manager	39	
			Resource Deployment Manager	1	
			Sales Compliance Professional	1	
			Sales Execution & Management Professional	2	
			Security Delivery Specialist	14	
			Service Availability Manager	2	
			Service Delivery Manager	16	
			Service Integration Leader	4	
			Software Service Planner	1	
			Solution Representative	3	
			Systems Administrator	31	
			Systems Management Specialist	8	
			Systems Programmer	7	
			Technical Operations Analyst	1	
			Technical Solution Manager	5	
			Transition Manager	14	
		GTS TSS	Account Technical Representative	3	
			Business Operations Specialist	1	
			Business Programs Manager	3	
			Client Availability Leader	2	
			Contract Management Advisor	2	
			Contract Management Specialist	1	
			Delivery Project Manager	1	
			IMAC Coordinator	3	
			Learning Facilitator	1	
			Logistics Operations Manager	4	
			People Manager	17	
			Process Engineering Professional	8	
			Procurement Tactical Sourcing Professional	1	
			Resource Deployment Manager	1	
			Sales Analysis Specialist	1	
			Security & Privacy Consultant	1	
			Service Coordinator	4	
			Service Planning Representative	25	
			Solution Representative - Brand Specialist	9	
			Solution/Product/Transactional Pricer	2	
			Support Center Representative	86	
			System Services Representative	43	
			(blank)	1	
			Other IT Services	7	
	S&D	Inside Sales	Application Architect	5	
			Business Advisor	5	
			Business Analyst	3	
			Business Operations Professional	2	
			Business Programs Manager	1	
			Client Representative	15	
			Client Unit Executive	2	
			Deal Facilitator	2	
			Learning Consultant	1	
			Learning Facilitator	1	
			Measurements & Reporting Analyst	4	4
			Mid-Market Client Representative	9	
			People Manager	1	
			Process Excellence & Transformation Professional	1	
			Project Manager	3	
			Solution Representative	16	
			Solution Representative - Brand Specialist	13	
			Solution Sales Manager	2	
		Industries & Business Development Foundation	Client Representative	1	
			Client Representative	3	
			Sales Execution & Management Professional	1	
			Other IT Services	9	
		Enterprise Italy	Application Architect	6	
			Application Consultant	2	
			Application Developer	1	
			Business Analyst	44	
			Client Representative	11	
			Developmental Job Role	1	
			Mid-Market Client Representative	2	
			Package Solution Consultant	3	
			Project Administrator	5	2
			Project Manager	22	
			Quality Assurance Professional	1	
			Sales Execution & Management Professional	1	
			Security & Privacy Consultant	1	
			Solution Representative - Brand Specialist	1	
			Technical Team Leader	1	
			Test Specialist	14	
			Project Manager: Project Office Management	2	1

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Other IT Specialist	1	
		Fiat-Chrysler	Financial Analyst	1	
		BPO	Client Representative	2	
			Financial Analyst	2	
			Incentive Analyst	1	
			Sales Compliance Professional	1	
			Solution Representative - Brand Specialist	2	
			Solution Sales Manager	1	
		Technical Sales	Client Technical Architect	4	
			Client Technical Manager	2	
			Client Technical Specialist	10	
			IBM Sales Model Professional	1	1
			Technical Solution Architect	1	
		Enterprise Public	Client Representative	1	
			Client Technical Architect	1	
		Strategy & Sales Transformation	Business Operations Specialist	1	
			IBM Sales Model Professional	6	
			Sales Execution & Management Professional	2	
		ENI	Client Representative	1	
			Client Technical Architect	1	
		UniCredit	Client Representative	1	
			Solution Representative - Brand Specialist	2	
		Generali	Client Representative	1	
GIE	HR Services		Accounting Analyst	1	
			Business Analyst	3	
			Business Controls Professional	3	
			General	1	
			HR Delivery Process Owner	1	
			HR Delivery Team Leader	1	
			HR Service Administrator	26	
			Incentive Analyst	1	
			Learning Operations Specialist	1	
			People Manager	3	
			Project Administrator	1	
			Team Leader	1	
		Global Administration	Assistant/Secretary	53	
			General	1	
			People Manager	1	
		BT/IT CIO	Application Architect	1	
			Application Management Compliance Professional	4	1
			Audit & Compliance Focal	1	
			Business Analyst	29	8
			Business Architect	2	
			Business Design Consultant	14	
			Business Operations Professional	1	
			Business Programs Manager	8	
			Compliance Audit & Risk Assurer	2	
			Finance Coordinator	2	
			Financial Analyst	2	
			Infrastructure Architect	1	
			Measurements & Reporting Analyst	1	
			People Manager	6	
			Project Manager	14	
			Security Professional	1	
			Supply Chain Operations Professional	2	
			Workforce Management Professional	1	
		Finance	Accounting Analyst	5	
			Administrator	1	
			Application Consultant	1	
			Business Controls Professional	4	
			Business Operations Professional	2	
			Cash Management/Settlements Professional	3	
			Contract Management Analyst	1	
			Controls/Compliance Officer	1	
			Finance Coordinator	9	
			Financial Analyst	64	6
			Incentive Analyst	2	2
			Internal Auditor/Investigator	2	
			People Manager	12	
			Pricing & Investment Specialist	2	
			Sales Compliance Professional	1	
			Solution/Product/Transactional Pricer	14	2
			Tax Professional	2	
		Accounting	Accounting Analyst	25	3
		Legal	Contract Engagement Advisor	4	
			Contract Manager	1	
			Project Manager	1	
			Security Professional	1	
			Attorney	1	
		ISC	Business Programs Manager	4	
			Supply Chain Operations Professional	2	
		Re.So	Business Controls Professional	2	
			Financial Analyst	2	
			Real Estate/Facilities Administrative Professional	7	
		HR	Benefits Professional	4	1

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Business & Technical Leadership Professional	2	
			Business Analyst	1	
			Business Operations Professional	2	1
			Compensation Professional	2	
			Employee & Labor Relations Professional	2	
			HR Service Administrator	2	2
			HR Transition Manager	2	
			Human Resources Partner	4	
			Incentive Analyst	1	
			Learning Consultant	2	
			Learning Facilitator	2	
			Learning Operations Specialist	2	
			Medical Specialist-Physician	2	
			People Manager	1	
			Product Safety & HW Compliance Engineering Prof	1	1
			Project Manager	2	
			Recruitment Professional	5	
			Safety/IH Specialist	1	
			Workforce Management Professional	7	1
	STS		Accounts Receivable Collections Specialist	8	6
			Administrative Analyst	16	6
			Administrative Staff Professional	9	3
			Application Developer	1	
			Asset Management Analyst	22	5
			Assistant/Secretary	1	
			Business Analyst	5	
			Business Operations Professional	3	1
			Business Operations Specialist	1	
			Business Partner Relationship Champion (BPRC)	4	
			Business Programs Manager	7	
			Contract Management Analyst	1	1
			Customer Relationship Representative (CRR)	3	
			Customer/BP Support OnLine Professional	1	1
			Deal Facilitator	53	32
			End-to-End Supply Chain Practitioner	2	
			Financial Analyst	1	
			Fulfillment Contract and Solutions Professional	3	
			Fulfillment Professional	17	7
			Fulfillment Team Leader	9	
			People Manager	7	
			Project Administrator	8	4
			Project Manager	3	
			Supply Chain Operations Professional	7	1
			Project Manager: OIO	3	1
	Procurement		Business Programs Manager	2	
			Business Transformation Consultant	1	
			Measurements & Reporting Analyst	1	
			Packaging Engineering Professional	2	
			People Manager	3	
			Process Excellence & Transformation Professional	1	
			Procurement Engineering Professional	1	
			Procurement Professional	6	
			Procurement Strategic Sourcing Professional	17	
			Procurement Tactical Sourcing Professional	6	1
			Trade Compliance Professional	1	
			Procurement Tactical Sourcing Professional: (Family H4)	1	1
			Procurement Professional for GTS Public Sector	1	1
			Procurement Strategic Sourcing Professional: Site Maintenance (Family B)	1	1
	Marketing, Comms & Citizenship		Assistant/Secretary	1	
			Corporate Citizenship & Corp Affairs Professional	1	1
			Demand Programs Professional	5	2
			External Relations Professional	4	2
			Functional Manager	2	
			IBM Brand System Professional	8	1
			IBM Field Enablement Professional	4	1
			Market Development & Insights Professional	6	1
			Market Management Channel Enablement Professional	1	1
			Market Management Market Segment Manager	8	1
			Marketing & Communications Operations Professional	3	
			Open Source & Standards Manager	1	
			People Manager	1	
			Sales Execution & Management Professional	2	
			Solution Representative	1	
			Other Marketing, Communications & Citizenship	1	
	SMS		Business Operations Professional	9	9
			Business Operations Specialist	6	6
			Business Programs Manager	1	1
			Business Transformation Consultant	1	
			Client Satisfaction Professional	1	
			Sales Compliance Professional	1	
			Sales Execution & Management Professional	21	
			Sales Execution & Management Professional: Sales Execution	2	2
			Sales Execution & Management Professional: General	1	1

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante			
	SWG	Rome SW Laboratory	Appl Integration & Middleware Solutions Specialist	4				
			Appl Integration & Middleware Support Specialist	1				
			Application Architect	4				
			Application Consultant	2				
			Application Developer	4				
			Business Operations Professional	2	2			
			Client Technical Architect	1				
			Client Technical Specialist	3				
			Data Specialist	1				
			General Other Consultant	1				
			Learning Developer	1	1			
			Learning Facilitator	2				
			Learning Operations Specialist	3	3			
			Marketing & Communications Operations Professional	1	1			
			Portals & Collaboration Solutions Specialist	1				
			Project Manager	2				
			Security & Privacy Consultant	1				
			Server Support Specialist	2				
			Software Specialist	6				
			Technical Enablement Specialist	1				
			Technical Solution Architect	2				
			Technical Support Professional	1				
			Other IT Services	3				
			Other IT Specialist	5				
			Other Consultant	4				
			SWG			Application Architect	1	
						Brand Client Representative	20	
						Business Operations Professional	4	1
						Business Partner Marketing Professional	3	1
						Business Programs Manager	1	
						Client Representative	5	
						Client Technical Architect	10	
	Client Technical Manager	3						
	Client Technical Specialist	60						
	Contract Engagement Advisor	1						
	Demand Programs Professional	7				3		
	Financial Analyst	1						
	IBM Brand System Professional	1						
	Industry Solution Representative	1						
	Infrastructure Specialist	1						
	Learning Consultant	2						
	Market Management Market Segment Manager	14				2		
	Mid-Market Client Representative	1						
	People Manager	2						
	Sales Analysis Specialist	1						
	Sales Execution & Management Professional	1				1		
	Sales Management Support Professional	1						
	Software Specialist	1						
	Solution Representative	9						
	Solution Representative - Brand Specialist	37						
	Solution Sales Manager	2						
	STG	STG		Business Partner Relationship Champion (BPRC)	2			
				Business Programs Manager	3	3		
				Business Team Leader	1			
				Business Transformation Consultant	1			
				Channel Sales Professional	1			
				Client Representative	2			
Client Satisfaction Professional				1				
Client Technical Architect				4				
Client Technical Manager				1				
Client Technical Specialist				24				
Delivery Engagement Manager				1				
Market Management Market Segment Manager				5	1			
Mid-Market Client Representative				1				
People Manager				1				
Sales Execution & Management Professional				1				
Sales Management Support Professional	1	1						
Solution Representative	3							
Solution Representative - Brand Specialist	29							
Solution Sales Manager	1							
MI Settimo M.se	GTS	GTS ITS	Technology Business Development Executive	1				
			Infrastructure Specialist	1				
			Network Support Specialist	1				
			People Manager	1				
			Project Manager	5				
Napoli	GBS	GBS	Server Support Specialist	14				
			Application Architect	16				
			Application Developer	12				
			Package Solution Consultant	3				
			Project Administrator	1				
	Project Manager	4						
	Test Specialist	5						
	GTS	GTS ITS		Deskside Support Representative	1			
				Infrastructure Specialist	6			
				People Manager	1			

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Project Manager	1	
			Solution Representative - Brand Specialist	1	
			Storage Support Specialist	1	
		GTS SO	Delivery Project Executive	1	
			Service Integration Leader	1	
			Systems Management Specialist	6	
		GTS TSS	Business Operations Professional	1	
			IMAC Coordinator	1	
			People Manager	1	
			Solution Representative - Brand Specialist	1	
			Support Center Representative	4	
			System Services Representative	10	
	S&D	Inside Sales	Client Representative	1	
		Enterprise Italy	Mid-Market Client Representative	2	
		Enterprise Public	Solution Sales Manager	1	
	GIE	Global Administration	Assistant/Secretary	1	
		SMS	Other Sales Management Support	1	
	SWG	Rome SW Laboratory	Appl Integration & Middleware Solutions Specialist	1	
			Application Architect	6	
			Application Consultant	1	
			Client Technical Specialist	1	
			People Manager	1	
			Project Manager	1	
			Software Developer	4	
			Software Specialist	2	
			Support Center Representative	1	
			Technical Solution Architect	1	
		SWG	Solution Representative	2	
	STG	STG	Solution Representative - Brand Specialist	1	
Padova	GBS	GBS	Application Architect	1	
			Application Consultant	1	
			Application Developer	11	
			Package Solution Consultant	10	
			Project Administrator	3	
			Project Manager	6	
			Solution Representative	1	
			Systems Engineering Professional	1	
			Technical Team Leader	1	
			Other IT Services	1	
	GTS	GTS ITS	Infrastructure Architect	1	
			Infrastructure Specialist	18	
			Network Services Specialist	1	
			Operations Architect	1	
			People Manager	3	
			Project Administrator	1	
			Project Manager	8	
			Security Architect	1	
			Security Services Specialist	2	
			Security Specialist	1	
			Service Delivery Manager	7	
			Solution Representative - Brand Specialist	1	
			Storage Support Specialist	2	
		GTS SO	Client Representative	1	
			Delivery Project Executive	2	
			Delivery Project Manager	1	
			Service Delivery Manager	2	
		GTS TSS	Business Programs Manager	1	
			IMAC Coordinator	2	
			People Manager	1	
			System Services Representative	17	
			Other IT Services	3	
	S&D	Inside Sales	Client Representative	1	
		Enterprise Italy	Client Representative	3	
			Mid-Market Client Representative	2	
		Technical Sales	Client Technical Architect	1	
		Enterprise Public	Client Representative	2	
		Generali	Client Technical Architect	1	
	GIE	Global Administration	Assistant/Secretary	1	
		STS	Accounts Receivable Collections Specialist	1	
		Marketing, Comms & Citizenship	Information Architect	1	
		SMS	Business Operations Professional	1	1
	SWG	Rome SW Laboratory	Security & Privacy Consultant	1	
		SWG	Brand Client Representative	1	
			Marketing & Communications Operations Professional	1	1
			Solution Representative	2	
			Solution Representative - Brand Specialist	1	
	STG	STG	Client Technical Specialist	3	
			Solution Representative - Brand Specialist	3	
Palermo	GBS	GBS	Information Architect	1	
			Project Administrator	2	
	GTS	GTS Business Operations	Business Operations Professional	1	
		GTS ITS	Infrastructure Specialist	2	
			Solution Representative - Brand Specialist	1	
		GTS TSS	Support Center Representative	1	
			System Services Representative	4	



Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante	
Roma	S&D	Enterprise Public	Client Representative	1		
	STG	STG	Solution Representative - Brand Specialist	1		
	GBS	GBS	Application Architect	23		
			Application Consultant	12		
			Application Developer	26		
			Business Analyst	5		
			Business Operations Professional	1		
			Business Sales & Delivery Executive	2		
			Business Transformation Consultant	3		
			Capacity Management Professional	1		
			Data Specialist	8		
			Database Administrator	1		
			Delivery Project Executive	6		
			Functional Manager	3		
			Information Architect	7		
			Infrastructure Architect	2		
			Infrastructure Specialist	11		
			Learning Consultant	1		
			Package Solution Consultant	28		
			Project Administrator	5		
			Project Manager	33		
			Solution Manager	2		
			Solution Representative	3		
			Strategy Consultant	6		
			Systems Engineering Professional	1		
			Technical Solution Manager	1		
			Test Specialist	8		
			Other IT Services	29		
	GTS	GTS Business Operations		Contract Manager	1	
		GTS ITS		Application Developer	1	
				Brand Client Representative	8	
				Business Continuity & Resiliency Svcs Consultant	1	
				Client Representative	1	
				Client Technical Architect	14	
				Client Technical Specialist	1	
				Deal Facilitator	1	
				Deskside Support Representative	5	
				Industry Solution Representative	1	
				Infrastructure Architect	26	
				Infrastructure Specialist	66	
				IT Management Consultant	12	
				Measurements & Reporting Analyst	1	
				Network Services Specialist	8	
				Network Support Specialist	6	
				Operations Architect	1	
				People Manager	7	
				Project Administrator	2	
				Project Manager	30	
				Security & Privacy Consultant	3	
				Security Architect	1	
				Security Delivery Specialist	4	
				Security Services Specialist	4	
				Server Support Specialist	7	
				Service Delivery Manager	14	
				Software Platform Management Specialist	4	
				Software Specialist	1	
				Solution Representative	3	
				Solution Representative - Brand Specialist	15	
				Solution Sales Manager	1	
				Storage Support Specialist	1	
			Other IT Services	10		
	GTS SO		Account/Technical Subject Matter Expert	2		
			Computer Operator	3		
			Delivery Project Executive	6		
			Delivery Project Manager	1		
			Engagement Solution Architect	6		
			Enterprise Architect	1		
			Infrastructure Architect	1		
			Project Executive	1		
			Project Manager	4		
			Security Delivery Specialist	4		
			Service Availability Manager	5		
			Service Delivery Manager	4		
			Service Integration Leader	2		
			Systems Administrator	1		
			Systems Management Specialist	3		
			Systems Programmer	3		
			Transition Manager	1		
	GTS TSS		Account Technical Representative	4		
			Business Programs Manager	2		
			Client Availability Leader	1		
			Delivery Project Manager	8		
			Financial Analyst	1		
			IMAC Coordinator	3		
			People Manager	5		

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Project Executive	1	
			Sales Analysis Specialist	2	
			Service Planning Representative	13	
			Solution Representative - Brand Specialist	1	
			Support Center Representative	32	
			System Services Representative	30	
			Other IT Services	3	
S&D	Inside Sales		Business Advisor	1	
			Client Representative	2	
			People Manager	1	
			Solution Representative - Brand Specialist	1	
	Industries & Business Development		Industry Solution Representative	1	
			Solution Representative	2	
	Foundation		Client Representative	1	
			Other IT Services	9	
	Enterprise Italy		Business Development Executive	1	
			Client Representative	9	
			Mid-Market Client Representative	2	
			Solution Representative	1	
	BPO		Marketing & Communications Operations Professional	1	1
	Technical Sales		Client Technical Architect	5	
	Enterprise Public		Application Architect	1	
			Brand Client Representative	2	
			Client Representative	6	
			Client Technical Architect	2	
			Solution Representative	1	
			Solution Representative - Brand Specialist	1	
GIE	HR Services		HR Service Administrator	1	
	Global Administration		Assistant/Secretary	15	
			Business Operations Professional	1	
			General	1	
			HR Service Administrator	1	
			People Manager	1	
			Receptionist	1	1
	Finance		Asset Management Analyst	1	
			Business Controls Professional	1	
			Financial Analyst	4	
			Internal Auditor/Investigator	1	
			People Manager	1	
			Resource Deployment Manager	1	
	Legal		Contract Engagement Advisor	1	
			Contract Manager	1	
			Security Professional	1	
	ISC		Business Programs Manager	1	
	Re.So		Financial Analyst	1	
			Real Estate/Facilities Administrative Professional	2	
			Real Estate/Facilities Engineering Professional	1	
			Real Estate & Site Operations	1	
	HR		Assistant/Secretary	1	
			Employee & Labor Relations Professional	1	
			Human Resources Partner	1	
			Safety/IH Specialist	1	
	STS		Accounts Receivable Collections Specialist	1	1
			Administrative Analyst	1	
			Administrative Staff Professional	1	
			Business Analyst	1	
			Customer Relationship Representative (CRR)	3	
			Deal Facilitator	35	14
			End-to-End Supply Chain Practitioner	1	
			Financial Analyst	1	1
			Fulfillment Contract and Solutions Professional	1	
			Fulfillment Professional	1	1
			Fulfillment Team Leader	1	
			HR Delivery Team Leader	1	
			HR Service Administrator	3	
			People Manager	1	
			Project Administrator	3	2
			Project Manager	2	
			Supply Chain Management Professional	1	
			Supply Chain Operations Professional	1	
			Systems Management Specialist	1	
			Systems Support Specialist	1	
			Team Leader	1	
			Other Sales Transaction Support	2	
	Marketing, Comms & Citizenship		Corporate Citizenship & Corp Affairs Professional	1	
			Sales Execution & Management Professional	1	
			Solution Representative	1	
	SMS		Business Operations Professional	2	2
			Business Programs Manager	1	1
SWG	Rome SW Laboratory		Accounting Analyst	1	1
			Administrative Staff Professional	2	2
			Appl Integration & Middleware Solutions Specialist	2	
			Appl Integration & Middleware Support Specialist	1	
			Application Architect	5	
			Application Consultant	6	

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Application Developer	3	
			Build/Packaging Specialist	2	
			Business Controls Professional	1	1
			Business Operations Professional	5	5
			Business Programs Manager	3	
			Client Technical Architect	2	
			Client Technical Specialist	15	
			Content Management Solutions Specialist	1	
			Data Specialist	1	
			Deal Facilitator	1	
			Designer	1	
			Developmental Job Role	1	
			Engagement Manager	1	
			Financial Analyst	2	2
			General Other IT Architect	1	
			Information Developer	12	
			Infrastructure Architect	3	
			Infrastructure Specialist	12	
			IT Management Consultant	1	
			Learning Consultant	1	
			Learning Facilitator	1	
			Learning Operations Specialist	1	1
			Level 3 Service Specialist	15	
			Network Support Specialist	1	
			Operations Architect	2	
			People Manager	22	
			Product Introduction Specialist	2	
			Product Manager	3	
			Project Manager	18	
			Resource Deployment Manager	1	
			Sales Execution & Management Professional	2	2
			Sales Management Support Professional	1	1
			Security & Privacy Consultant	1	
			Security Professional	1	1
			Security Specialist	5	2
			Server Support Specialist	1	
			Software Architect	2	
			Software Designer	5	
			Software Developer	98	
			Software Engineering Researcher	1	
			Software Performance Analyst	1	
			Software Platform Management Specialist	1	
			Software Specialist	6	
			Software Test Specialist	41	
			Solution Representative	2	
			Solution Representative - Brand Specialist	1	
			Support Center Representative	3	
			Team Leader	2	
			Technical Solution Architect	5	
			Technical Support Professional	40	
			Technical Team Leader	2	
			Test Architect	1	
			Test Specialist	6	
			Other IT Services	4	
			Other Software Engineer	2	
			Other R&D Technician	10	
			Other IT Specialist	3	
			Other Consultant	1	
			Manager Software Services	1	
		SWG	Brand Client Representative	22	
			Business Analyst	1	
			Business Programs Manager	1	
			Business Transformation Consultant	1	
			Client Representative	6	
			Client Technical Architect	12	
			Client Technical Manager	4	
			Client Technical Specialist	50	
			Engagement Manager	1	
			Financial Analyst	1	1
			Infrastructure Architect	1	
			Market Management Market Segment Manager	1	
			Operations Architect	2	
			Product Manager	1	
			Sales Execution & Management Professional	1	
			Solution Representative	7	
			Solution Representative - Brand Specialist	36	
			Solution Sales Manager	2	
			Strategy Consultant	1	
			Other Software Sales	1	
		STG	Brand Client Representative	2	
			Business Operations Specialist	1	1
			Business Programs Manager	1	1
			Client Technical Architect	3	
			Client Technical Specialist	12	
			Delivery Engagement Manager	1	

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante	
Torino			Infrastructure Architect	1		
			Solution Representative	2		
			Solution Representative - Brand Specialist	15		
			Solution Sales Manager	1		
	GBS	GBS	Application Architect	7		
			Application Consultant	2		
			Application Developer	65		
			Business Analyst	21		
			Business Transformation Consultant	1		
			Delivery Project Executive	1		
			Information Architect	1		
			Package Solution Consultant	20		
			Project Administrator	4		
			Project Manager	20		
			Solution Manager	2		
			Solution Representative	1		
			Strategy Consultant	1		
			Technical Solution Manager	1		
			Technical Team Leader	7		
			Test Specialist	1		
	GTS	GTS Business Operations		Project Manager: Quality Assurance	1	1
		GTS ITS		Client Representative	1	
				Client Technical Architect	1	
				Infrastructure Specialist	13	
				Network Services Specialist	1	
				Project Manager	13	
				Service Delivery Manager	2	
				Solution Representative - Brand Specialist	1	
				Solution Sales Manager	1	
		GTS SO		Account/Technical Subject Matter Expert	24	
				Audit & Compliance Focal	5	
				Business Analyst	5	
				Business Continuity & Resiliency Svcs Consultant	1	
				Contract Management Analyst	1	
				Contracts and Operations Assistant	1	
				Database Administrator	5	
				Delivery Analyst	15	
				Delivery Project Executive	14	
				Dispatcher-Associate	15	
				Engagement Solution Architect	24	
				Enterprise Architect	2	
				Infrastructure Architect	7	
				People Manager	8	
				Project Executive	5	
				Project Manager	52	
				Security Delivery Specialist	16	
				Service Availability Manager	1	
				Service Delivery Manager	32	
				Service Integration Leader	7	
				Software Service Planner	1	
				Solution Manager	4	
				Solution Representative	1	
				Systems Administrator	20	
				Systems Management Specialist	31	
				Systems Programmer	2	
				Team Leader	8	
				Technical Solution Manager	5	
			Transition Manager	7		
	GTS TSS		Client Availability Leader	1		
			Delivery Project Manager	1		
			IMAC Coordinator	2		
			Support Center Representative	2		
			System Services Representative	15		
			Other IT Services	1		
S&D	Enterprise Italy		Client Representative	2		
			Market Management Market Segment Manager	1		
GIE	Global Administration		Assistant/Secretary	1		
			Receptionist	2	2	
	Finance		Financial Analyst	1		
	ISC		Business Programs Manager	1		
	HR		Employee & Labor Relations Professional	1		
	STS		Asset Management Consultant	2		
			Customer Relationship Representative (CRR)	1		
			Deal Facilitator	1	1	
SWG	Rome SW Laboratory		Infrastructure Specialist	1		
			Technical Solution Architect	1		
			Other Consultant	1		
	SWG		Brand Client Representative	1		
			Client Technical Specialist	3		
			Solution Representative - Brand Specialist	1		
STG	STG		Brand Client Representative	1		
<b>Grand Total</b>				<b>5.037</b>	<b>225</b>	