Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Bari		
Cloud		
Cloud		
Sales Specialist	1	
Cloud Totale	1	
Cloud Totale	**1**	
Digital Sales		
Digital Sales		
Channel Sales Professional	1	
Digital Sales Totale	1	
Digital Sales Totale	**1**	
GBS		
Cloud Application Innovation		
Application Architect	7	
Application Consultant	1	
Business Analyst	1	
Project Manager	5	
Technical Solution Architect	3	
Application Developer	13	1
Test Specialist	1	
Learning Developer	1	
Cloud Application Innovation Totale	32	1
Digital Strategy & iX		
Application Architect	1	
Technical Solution Architect	2	
Application Developer	1	
Digital Strategy & iX Totale	4	
GBS Totale	**36**	**1**
Global Markets		
Research initiatives innovation and technology		
IT Architect Incentive	1	
Research initiatives innovation and technology Totale	1	
Global Markets Totale	**1**	
GTS		
IS		
Enterprise Architect	1	
Systems Services Representative	1	
IS Totale	2	
TSS		
Systems Services Representative	5	
TSS Totale	5	
GTS Totale	**7**	
Human Resources		
Human Resources		
Strategy Consultant	1	
Human Resources Totale	1	
Human Resources Totale	**1**	
Bari Totale	**47**	**1**
Bologna		
Cloud		
Cloud		
Client Technical Specialist	1	
IT Management Consultant	1	
Solution Sales Non-Incentive	1	
Cloud Totale	3	
Cloud - SW Lab		
Application Architect	1	
Technical Support Professional	2	
Software Specialist	1	
Software Test Specialist	1	
Cloud - SW Lab Totale	5	
Cloud Totale	**8**	
Digital Sales		
Digital Sales		
Client Representative	1	
Client Solutions Professional	1	
Digital Solution Sales Rep	1	
Digital Sales Totale	3	
Digital Sales Totale	**3**	
GBS		
Cloud Application Innovation		
Application Architect	1	
Industry Consultant	1	
Infrastructure Specialist	2	1
Package Consultant	3	
Project Manager	1	
Application Developer	4	
Cloud Application Innovation Totale	12	1
Cognitive Process Transformation		
Package Consultant	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Cognitive Process Transformation Totale	1	
GBS Totale	**13**	**1**
Global Markets		
Business Partners		
Solution Representative	1	
Solution Sales Non-Incentive	1	
Business Partners Totale	2	
Fiat		
Sales Specialist	1	
Fiat Totale	1	
Global Markets		
Client Representative	6	1
Solution Sales Non-Incentive	1	1
Global Markets Totale	7	2
Technical Sales		
Client Technical Architect	1	
Technical Sales Totale	1	
Global Markets Totale	**11**	**2**
GTS		
IS		
Channel Sales Professional	1	
Delivery Project Executive	1	
Infrastructure Architect	2	
Infrastructure Specialist	5	
IT Management Consultant	1	
Project Manager	3	
Solution Sales Non-Incentive	2	2
Network Services Specialist	1	
IS Totale	16	2
TSS		
Business Operations Professional	1	
Solution Rep - Brand Specialist	1	
Systems Services Representative	21	3
Delivery Project Manager	2	
TSS Totale	25	3
GTS Totale	**41**	**5**
Marketing & Communication		
Marketing & Communication		
Portfolio Marketing Professional	1	1
Marketing & Communication Totale	1	1
Marketing & Communication Totale	**1**	**1**
Solutions and IS&BD		
Solutions and IS&BD		
Industry Sales Non-Incentive	1	
Solutions and IS&BD Totale	1	
Solutions and IS&BD Totale	**1**	
Systems HW		
Systems HW		
Other Sales Non-Incentive	2	
Solution Rep - Brand Specialist	1	
Solution Representative	1	
Systems HW Totale	4	
Systems HW Totale	**4**	
Stragetgy & Sales Operations		
Quote to Cash		
Fulfillment Contract / Solutions Prof	1	
Customer Relationship Representative	1	
Quote to Cash Totale	2	
Stragetgy & Sales Operations Totale	**2**	
Bologna Totale	**84**	**9**
Firenze		
Cloud		
Cloud		
Solution Sales Non-Incentive	1	
Cloud Totale	1	
Cloud - SW Lab		
Infrastructure Specialist	1	
Resource Deployment Manager	1	
Software Specialist	1	
Cloud - SW Lab Totale	3	
Cloud Totale	**4**	
Digital Sales		
Digital Sales		
Mid-Market Client Representative	1	
Digital Sales Totale	1	
Digital Sales Totale	**1**	
GBS		
Cloud Application Innovation		
Infrastructure Architect	1	
Package Consultant	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Project Manager	4	
Application Developer	9	1
IT Specialist General Professional	1	
Test Specialist	1	
Database Administrator	1	1
Cloud Application Innovation Totale	18	2
GBS Totale	**18**	**2**
Global Markets		
Business Partners		
Business Operations Professional	1	
Business Partners Totale	1	
Global Markets		
Client Representative	2	
Global Markets Totale	2	
Public		
Client Representative	1	
Public Totale	1	
Technical Sales		
Client Technical Advisor	1	
Technical Sales Totale	1	
Global Markets Totale	**5**	
GTS		
IS		
Delivery Project Executive Incentive	1	
Industry Sales Non-Incentive	1	
Infrastructure Architect	1	
Infrastructure Specialist	7	
Project Manager	1	
Solution Rep - Brand Specialist	1	
Operations Architect	1	
IS Totale	13	
TSS		
Client Representative	1	
Systems Services Representative	5	
TSS Totale	6	
GTS Totale	**19**	
Stragetgy & Sales Operations		
Quote to Cash		
Customer Relationship Representative	1	1
Quote to Cash Totale	1	1
Stragetgy & Sales Operations Totale	**1**	**1**
Firenze Totale	**48**	**3**
Genova		
Cloud		
Cloud		
Infrastructure Architect	1	
Solution Representative	1	
Solution Sales Non-Incentive	2	
Cloud Totale	4	
Cloud Totale	**4**	
Digital Sales		
Digital Sales		
Project Manager	1	
Digital Sales Totale	1	
Digital Sales Totale	**1**	
GBS		
Digital Strategy & iX		
Application Developer	1	
Digital Strategy & iX Totale	1	
GBS Totale	**1**	
Global Markets		
Global Markets		
Client Representative	1	
Global Markets Totale	1	
Public		
Client Representative	1	
Public Totale	1	
Global Markets Totale	**2**	
GTS		
IS		
Infrastructure Specialist	2	1
IS Totale	2	1
TSS		
Systems Services Representative	4	
TSS Totale	4	
GTS Totale	**6**	**1**
Marketing & Communication		
Marketing & Communication		
Performance Marketing Professional	1	
Marketing & Communication Totale	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse In esubero
Marketing & Communication Totale	**1**	
Solutions and IS&BD		
Solutions and IS&BD		
Client Technical Specialist	1	
Solutions and IS&BD Totale	1	
Solutions and IS&BD Totale	**1**	
Systems HW		
Systems HW		
Client Technical Advisor	1	
Client Technical Specialist	1	
Systems HW Totale	2	
Systems HW Totale	**2**	
Genova Totale	**18**	**1**
Napoli		
Cloud		
Cloud - SW Lab		
Application Consultant	1	
Cloud - SW Lab Totale	1	
Cloud Totale	**1**	
GBS		
Cloud Application Innovation		
Application Architect	10	
IT Management Consultant	3	
Package Consultant	1	
Project Executive	1	
Project Manager	5	
Application Developer	7	
Test Specialist	1	1
Project Administrator	1	1
Cloud Application Innovation Totale	29	2
Digital Strategy & iX		
Technical Solution Architect	2	
Application Developer	2	
Digital Strategy & iX Totale	4	
GBS Business Support		
Application Architect	1	
GBS Business Support Totale	1	
GBS Totale	**34**	**2**
Global Markets		
Business Partners		
Solution Sales Non-Incentive	1	
Business Partners Totale	1	
Global Markets		
Sales Specialist	1	1
Global Markets Totale	1	1
Public		
Client Representative	1	
Industry Sales Non-Incentive	1	
Public Totale	2	
Global Markets Totale	**4**	**1**
GTS		
IS		
Delivery Project Executive	1	
Industry Sales Non-Incentive	1	
Infrastructure Specialist	5	
Project Manager	1	
Service Availability Manager	1	
Technical Services Professional	1	
Delivery Project Manager	1	
IS Totale	11	
TSS		
Business Operations Professional	1	
Solution Rep - Brand Specialist	1	
Systems Services Representative	8	
TSS Totale	10	
GTS Totale	**21**	
Human Resources		
Human Resources		
Administrative Staff Professional	1	1
Human Resources Totale	1	1
Human Resources Totale	**1**	**1**
Systems HW		
Support		
Systems Services Representative	2	
Support Totale	2	
Systems HW Totale	**2**	
Stragetgy & Sales Operations		
CIO		
Application Architect	1	
CIO Totale	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
Stragetgy & Sales Operations Totale	**1**	
Napoli Totale	**64**	**4**
Padova		
Cloud		
Cloud		
Industry Consultant	1	
Information Architect	1	
Security Architect	1	
Security Consultant	1	
Solution Sales Non-Incentive	1	
IT Specialist General Professional	2	
Network Services Specialist	1	
Security Services Specialist	1	
Operations Architect	1	
Cloud Totale	10	
Cloud Totale	**10**	
Digital Sales		
Digital Sales		
Sales Manager Incentive	1	
Solution Representative	1	
Digital Sales Totale	2	
Digital Sales Totale	**2**	
GBS		
Cloud Application Innovation		
Application Architect	2	
Application Consultant	1	
Package Consultant	3	
Project Manager	6	
Application Developer	8	
Package Specialist	1	
Technical Services Professional	1	
Systems Engineering Professional	1	
Cloud Application Innovation Totale	23	
Digital Strategy & iX		
Application Developer	1	
Digital Strategy & iX Totale	1	
GBS Business Support		
Measurements & Reporting Analyst	2	1
GBS Business Support Totale	2	1
GBS Totale	**26**	**1**
Global Markets		
Business Partners		
Channel Sales Professional	1	
Business Partners Totale	1	
Generali		
Client Representative	1	
Generali Totale	1	
Global Markets		
Client Representative	2	
Industry Sales Non-Incentive	1	
Global Markets Totale	3	
Public		
Client Representative	1	
Public Totale	1	
Technical Sales		
Client Technical Architect	1	
Tech Sales Spec Non-Incentive	1	
Technical Sales Totale	2	
Global Markets Totale	**8**	
GTS		
IS		
Client Technical Specialist	1	
Delivery Project Executive	1	
Delivery Project Executive Incentive	1	
Infrastructure Architect	1	
Infrastructure Specialist	10	1
Proj Exec Incentive	1	
Project Manager	6	
Project Mgmt Incentive	1	
Transition Manager	1	
IS Totale	23	1
TSS		
Infrastructure Specialist	1	
Other Sales Non-Incentive	1	
Proj Exec Incentive	1	
Systems Services Representative	19	2
Technical Support Representative	3	
TSS Totale	25	2
GTS Totale	**48**	**3**

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
Solutions and IS&BD		
Solutions and IS&BD		
Industry Solution Representative	1	
Sales Specialist	1	
Solution Sales Non-Incentive	1	1
Solutions and IS&BD Totale	3	1
Solutions and IS&BD Totale	**3**	**1**
Systems HW		
Systems HW		
Client Technical Specialist	1	
Industry Consultant	1	
Other Sales Non-Incentive	1	
Systems HW Totale	3	
Systems HW Totale	**3**	
Stragetgy & Sales Operations		
Quote to Cash		
Customer Relationship Representative	1	
Quote to Cash Totale	1	
Stragetgy & Sales Operations Totale	**1**	
Padova Totale	**101**	**5**
Palermo		
GBS		
Cloud Application Innovation		
Business Analyst	1	
Cloud Application Innovation Totale	1	
GBS Business Support		
Project Manager	1	
GBS Business Support Totale	1	
GBS Totale	**2**	
GTS		
IS		
Other Sales Non-Incentive	1	
IS Totale	1	
TSS		
Systems Services Representative	4	1
TSS Totale	4	1
GTS Totale	**5**	**1**
Palermo Totale	**7**	**1**
Roma Fiera		
Cloud		
Cloud		
Application Architect	4	
Brand Client Representative	6	
Client Representative	1	
Client Solutions Manager	1	
Client Solutions Professional	2	
Client Technical Advisor	5	
Client Technical Architect	7	
Client Technical Manager	3	
Client Technical Specialist	28	
Consultant Incentive	1	
Delivery Project Executive Incentive	1	
Industry Consultant	1	
Industry Sales Non-Incentive	1	
Industry Solution Representative	1	
Information Architect	2	
Infrastructure Architect	4	
Infrastructure Specialist	10	
IT Architect Incentive	3	
IT Management Consultant	5	
Project Manager	7	
Sales Specialist	3	
Security Consultant	7	
Security Professional	1	
Solution Rep - Brand Spec SW	16	
Solution Rep - Brand Specialist	12	
Solution Representative	5	
Solution Sales Manager	3	
Solution Sales Non-Incentive	9	1
Tech Sales Spec Non-Incentive	7	
Technical Solution Architect	1	
Technical Solution Manager	1	
Systems Management Specialist	1	
Software Developer	5	
Sales Management Support	1	
IT Specialist General Professional	7	
Network Support Specialist	1	
General Other IT Specialist Incentive	2	
Software Specialist	1	
Security Services Specialist	2	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Cloud Totale	178	1
Cloud - SW Lab		
Application Architect	3	
Application Consultant	6	
Business Operations Professional	2	
Business Programs Manager	1	
Client Technical Advisor	3	
Client Technical Manager	1	
Industry Consultant	1	
Information Architect	1	
Infrastructure Architect	2	
Infrastructure Specialist	11	
IT Management Consultant	4	
Offering Manager	1	
Package Consultant	1	
Project Manager	5	
Software Architect	2	
Solution Sales Non-Incentive	3	
Systems Services Representative	2	
Tech Sales Spec Non-Incentive	9	1
Technical Solution Architect	1	
Systems Management Specialist	2	
Application Developer	3	
Software Developer	86	
Technical Support Professional	46	
IT Specialist General Professional	5	
Security Specialist	2	
Software Platform Mgt Specialist	1	
Information Developer	5	
Learning Facilitator	1	
Technical Support Representative	1	
Resource Deployment Manager	1	
Software Specialist	2	
Software Performance Analyst	1	
Software Release Manager	1	
Software Test Specialist	9	
Operations Architect	1	
Software Designer	2	
Offering Manager - Z IT Operation Analytics	1	
SW Sales Manager	1	
Delivery Engagement Manager	1	
Cloud - SW Lab Totale	231	1
Cloud Totale	**409**	**2**
Digital Sales		
Digital Sales		
Business Operations Professional	1	
Client Representative	1	
Industry Sales Non-Incentive	1	1
Sales Manager Incentive	1	
Solution Rep - Brand Specialist	1	
Solution Sales Non-Incentive	2	1
Digital Representative Non-incentive	1	1
Digital Sales Totale	8	3
Digital Sales Totale	**8**	**3**
Finance		
Finance		
Business Controls Professional	2	1
Business Operations Professional	3	1
Financial Analyst	2	
Internal Auditor / Investigator	1	
Project Manager	1	1
Sales Execution & Mgmt Professional	1	
Solution Product Transactional Pricer	1	
Sales Management Support	1	
Resource Deployment Manager	1	
Administrative Staff Professional	3	
Finance Totale	16	3
Finance Totale	**16**	**3**
GBS		
Cloud Application Innovation		
Application Architect	4	
Application Consultant	11	
Business Analyst	4	
Delivery Project Executive	3	
Enterprise Architect	1	
Industry Consultant	5	
Information Architect	2	
Infrastructure Architect	3	1
Infrastructure Specialist	5	2
IT Management Consultant	14	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Package Consultant	22	
Project Executive	1	
Project Manager	23	
Project Mgmt Incentive	1	
Application Developer	20	
Package Specialist	5	
Technical Services Professional	1	
IT Specialist General Professional	3	
Test Specialist	3	2
Project Administrator	2	1
Systems Engineering Professional	1	
Cloud Application Innovation Totale	134	6
Cognitive Process Transformation		
Application Architect	6	
Application Consultant	2	
Business Analyst	1	
Business Transformation Consultant	5	
Industry Consultant	5	
IT Management Consultant	12	
Package Consultant	1	
Project Manager	1	
Solution Sales Non-Incentive	1	
Strategy Consultant	2	
Application Developer	2	
Technical Services Professional	1	
Data Specialist	4	
Cognitive Process Transformation Totale	43	
Digital Strategy & iX		
Application Architect	2	
Business Transformation Consultant	1	
Industry Consultant	3	
IT Management Consultant	1	
Package Consultant	1	
Project Manager	1	
Solution Sales Manager	1	
Strategy Consultant	1	
Technical Solution Architect	1	
Application Developer	1	
Digital Strategy & iX Totale	13	
GBS Business Support		
Business Operations Professional	2	
Project Manager	1	
Solution Sales Non-Incentive	1	
Resource Staffing Professional	1	
GBS Business Support Totale	5	
GBS Totale	**195**	**6**
Global Markets		
Business Partners		
Client Representative	3	
Other Sales Non-Incentive	1	
Solution Rep - Brand Specialist	1	
Solution Sales Manager	1	
Solution Sales Non-Incentive	1	
Business Partners Totale	7	
Ferrovie		
Project Mgmt Incentive	1	
Ferrovie Totale	1	
Generali		
Client Representative	2	
Generali Totale	2	
Global Markets		
Client Representative	7	
Sales Manager Incentive	1	
Solution Sales Non-Incentive	1	
Global Markets Totale	9	
Public		
Client Representative	9	
Industry Sales Non-Incentive	2	
Project Mgmt Incentive	1	
Sales Manager	1	
Solution Representative	1	
Solution Sales Non-Incentive	1	
Deal Facilitator	1	
Business Development Manager	1	
Public Totale	17	
Research initiatives innovation and technology		
Application Architect	1	
Research initiatives innovation and technology Totale	1	
Technical Sales		
Brand Client Representative	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Client Technical Advisor	2	
Client Technical Architect	4	
Enterprise Architect	1	
Technical Sales Totale	8	
Global Markets Totale	**45**	
GTS		
IS		
Brand Client Representative	2	
Bus Continuity & Resiliency Svcs Cons	1	
Business Advisor	1	
Business Programs Manager	1	
Client Representative	2	
Client Technical Advisor	3	
Delivery Project Executive	5	
Enterprise Architect	2	
Information Architect	1	
Infrastructure Architect	13	
Infrastructure Specialist	38	
IT Architect Incentive	1	
IT Management Consultant	6	
Other Sales Non-Incentive	2	1
Proj Exec Incentive	1	
Project Executive	2	
Project Manager	29	
Sales Specialist	1	
Security Architect	1	
Server Support Specialist	1	
Service Integration Leader	2	
Solution Manager	1	
Solution Rep - Brand Specialist	9	
Solution Representative	1	
Solution Sales Non-Incentive	3	
Tech Sales Spec Non-Incentive	1	
Technical Solution Architect	1	
Transition Manager	1	
Systems Management Specialist	2	1
Application Developer	1	
Service Availability Manager	1	
Technical Services Professional	14	
Systems Administrator	2	
IT Specialist General Professional	9	
Network Support Specialist	5	
Security Delivery Specialist	1	
Facility Management Specialist	1	
Account / Tech Subject Matter Expert	3	
Network Services Specialist	7	
Delivery Project Manager	2	
Systems Programmer	4	1
Technical Support Representative	2	
Technical Operations Analyst	2	
Systems Support Specialist	1	
Operations Architect	9	
Software Designer	1	
Contract Manager	1	
Appl Development Prod Support Spec	1	
Service Portfolio Manager	1	
IS Totale	202	3
TSS		
Business Operations Professional	1	
Business Programs Manager	1	
Other Sales Non-Incentive	1	
Project Manager	2	
Project Mgmt Incentive	2	
Solution Rep - Brand Specialist	1	
Systems Services Representative	40	2
IT Specialist General Professional	1	
Service Planning Representative	5	
Delivery Project Manager	8	
Client Availability Leader	1	
TSS Totale	63	2
GTS Totale	**265**	**5**
Human Resources		
Human Resources		
Human Resources Partner	1	
Human Resources Professional	1	
Project Manager	1	
Application Developer	1	
Executive Administrative Assistant	8	
Administrative Staff Professional	6	
HR Service Administrator	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Safety / IH Specialist	1	
Human Resources Totale	20	
Human Resources Totale	**20**	
Legal		
Legal		
Contract Engagement Advisor	1	
General Lawyer	1	
Legal Totale	2	
Legal Totale	**2**	
Marketing & Communication		
Marketing & Communication		
Performance Marketing Professional	1	
Portfolio Marketing Professional	1	
Marketing & Communication Totale	2	
Marketing & Communication Totale	**2**	
RESO		
RESO		
Real Estate / Facilities Admin Prof	3	
Real Estate / Facilities Eng Prof	1	
RESO Totale	4	
RESO Totale	**4**	
Solutions and IS&BD		
Solutions and IS&BD		
Brand Client Representative	1	
Client Solutions Professional	2	
Client Technical Manager	1	
Client Technical Specialist	2	2
Consultant Incentive	1	
Market Management Offering Manager	1	
Sales Specialist	1	
Solution Rep - Brand Spec SW	2	1
Solution Rep - Brand Specialist	1	
Solution Representative	1	
Solutions and IS&BD Totale	13	3
Solutions and IS&BD Totale	**13**	**3**
Systems HW		
Systems HW		
Application Architect	1	
Client Technical Architect	1	
Client Technical Manager	1	
Client Technical Specialist	4	
IT Management Consultant	2	
Sales Specialist	2	
Solution Rep - Brand Specialist	4	
Solution Representative	2	
Solution Sales Non-Incentive	1	
Tech Sales Spec Non-Incentive	3	
Sales Management Support	1	
Systems HW Totale	22	
Support		
Business Programs Manager	1	
Project Manager	1	
Systems Services Representative	19	1
Support Totale	21	1
Systems HW Totale	**43**	**1**
Stragetgy & Sales Operations		
Quote to Cash		
Business Operations Professional	1	
Fulfillment Team Leader	3	
Solution Sales Non-Incentive	1	
Deal Facilitator	18	1
Sales Management Support	1	
Fulfillment Contract / Solutions Prof	3	1
Fulfillment Professional	8	1
Customer Relationship Representative	1	
Accts Receivable Collections Spec	1	
HR Delivery Team Leader	1	
Quote to Cash Totale	38	3
Quote to Cash transf.		
Business Programs Manager	1	
Fulfillment Team Leader	1	
Quote to Cash transf. Totale	2	
Stragetgy & Sales Operations		
Sales Management Support	1	1
Sales Compliance Professional	1	
Stragetgy & Sales Operations Totale	2	1
Stragetgy & Sales Operations Totale	**42**	**4**
Roma Fiera Totale	**1064**	**27**

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
Roma Veneziani		
GBS		
Cloud Application Innovation		
Application Architect	3	
Application Consultant	1	
Business Analyst	2	
Industry Consultant	3	
Information Architect	1	
Infrastructure Architect	1	
Package Consultant	1	
Project Manager	1	
Service Integration Leader	1	
Application Developer	7	
Test Specialist	2	
Project Administrator	1	
Learning Developer	1	
Cloud Application Innovation Totale	25	
Cognitive Process Transformation		
Industry Consultant	1	
IT Management Consultant	2	
Strategy Consultant	1	
Cognitive Process Transformation Totale	4	
Digital Strategy & iX		
Application Architect	1	
Industry Consultant	1	
IT Management Consultant	1	
Package Consultant	1	
Technical Solution Architect	1	
Application Developer	1	
Digital Strategy & iX Totale	6	
GBS Totale	**35**	
GTS		
IS		
Delivery Project Executive	3	
Delivery Project Executive Incentive	2	
Fulfillment Team Leader	1	
Infrastructure Architect	2	
Infrastructure Specialist	3	
Proj Exec Incentive	2	
Project Manager	3	
Transition Manager	1	
Systems Management Specialist	3	1
Service Availability Manager	3	
Technical Services Professional	30	19
IT Specialist General Professional	1	
Network Support Specialist	1	
Security Delivery Specialist	2	
Network Services Specialist	4	
Delivery Project Manager	1	
Systems Programmer	3	1
Technical Operations Analyst	1	
Operations Architect	1	
Technical Services Team Leader	1	
IS Totale	68	21
GTS Totale	**68**	**21**
Stragetgy & Sales Operations		
CIO		
People Manager	1	
CIO Totale	1	
Stragetgy & Sales Operations Totale	**1**	
Roma Veneziani Totale	**104**	**21**
Segrate		
CHQ		
CHQ		
Digital Representative	1	
CHQ Totale	1	
CHQ Totale	**1**	
Cloud		
Cloud		
Brand Client Representative	5	
Client Representative	2	
Client Solutions Professional	3	
Client Technical Advisor	2	
Client Technical Architect	5	
Client Technical Manager	4	
Client Technical Specialist	23	
Human Resources Partner	1	
Industry Consultant	1	
Information Architect	1	
Infrastructure Specialist	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
IT Architect Incentive	1	
IT Management Consultant	4	
Package Consultant	2	
Project Manager	2	
Sales Execution & Mgmt Professional	2	
Sales Specialist	5	
Security Architect	1	
Security Consultant	3	
Solution Product Transactional Pricer	1	
Solution Rep - Brand Spec SW	15	
Solution Rep - Brand Specialist	8	
Solution Representative	6	
Solution Sales Manager	1	
Solution Sales Non-Incentive	4	
SW Sales Manager Incentive	1	
Tech Sales Spec Non-Incentive	6	1
Technical Solution Architect	2	
Application Developer	1	
Software Developer	1	
Sales Management Support	3	
IT Specialist General Professional	4	
Security Specialist	2	
Sales Analysis Specialist	1	
General Other IT Specialist Incentive	1	
IBM Sales Model Professional	1	
Security Services Specialist	3	
Portfolio Manager	1	
Cloud Totale	130	1
Cloud - SW Lab		
Application Architect	4	1
Application Consultant	2	
Business Operations Professional	1	
Client Technical Advisor	2	
Infrastructure Architect	1	
Infrastructure Specialist	2	1
IT Management Consultant	1	
Package Consultant	9	1
Project Manager	2	1
Server Support Specialist	1	
Systems Services Representative	8	
Tech Sales Spec Non-Incentive	1	
Technical Solution Architect	1	
Systems Management Specialist	2	
Application Developer	2	1
Technical Support Professional	7	
IT Specialist General Professional	5	
Data Specialist	1	
Packaging Engineering Professional	1	
Learning Facilitator	2	
Software Specialist	3	
Technical Enablement Specialist	1	
Cloud - SW Lab Totale	59	5
Cloud Totale	**189**	**6**
Digital Sales		
Digital Sales		
Application Architect	3	
Business Advisor	7	
Business Analyst	2	
Business Controls Professional	1	
Business Operations Professional	3	
Consultant Incentive	1	
Digital Representative	13	1
Digital Sales Manager Incentive	1	
Industry Solution Representative	1	
Other Sales Non-Incentive	5	
Project Manager	3	
Sales Manager Incentive	1	
Solution Rep - Brand Spec SW	1	
Solution Rep - Brand Specialist	1	
Solution Representative	2	1
Solution Sales Non-Incentive	7	
Tech Sales Spec Non-Incentive	1	
Digital Solution Sales Rep	4	1
Measurements & Reporting Analyst	2	2
Digital Soln Sales Rep Non-incentive	1	1
Digital Representative Non-incentive	10	3
Technology Business Development Exec	1	
Digital Sales Totale	71	9
Digital Sales Totale	**71**	**9**

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
Finance		
Finance		
Accounting Analyst	14	1
Business Advisor	1	
Business Controls Professional	2	
Financial Analyst	55	2
Internal Auditor / Investigator	2	
Sales Execution & Mgmt Professional	1	
Solution Product Transactional Pricer	6	
Tax Professional	4	
Sales Management Support	2	1
Contract Management Advisor	1	
Cash Management / Settlements Prof	2	1
Mergers & Acquisitions Specialist	1	
Finance Coordinator	1	
Finance Totale	92	5
Finance Totale	**92**	**5**
GBS		
Cloud Application Innovation		
Application Architect	27	
Application Consultant	19	
Associate Partner	1	
Business Analyst	24	
Business Operations Professional	5	1
Consultant Incentive	1	
Enterprise Architect	1	
Industry Consultant	36	
Industry Sales Non-Incentive	1	
Information Architect	1	
Infrastructure Architect	2	1
Infrastructure Specialist	1	
IT Management Consultant	13	
Package Consultant	83	1
Project Executive	2	
Project Manager	44	
Technical Solution Architect	1	
Technical Team Leader	1	
Application Developer	28	
Package Specialist	2	
Technical Services Professional	3	
IT Specialist General Professional	8	
Test Specialist	5	
Fulfillment Professional	1	1
Project Administrator	3	2
Database Administrator	1	
Delivery Project Manager	1	
Business Area Manager	4	
Resource Staffing Professional	1	
Business Process Solution Architect	1	
Cloud Application Innovation Totale	321	6
Cognitive Process Transformation		
Application Architect	2	
Application Consultant	7	
Business Analyst	2	
Business Transformation Consultant	14	
Consultant Incentive	3	
Industry Consultant	24	
Infrastructure Specialist	2	
IT Management Consultant	12	
Package Consultant	1	
Project Manager	3	
Strategy Consultant	14	
Data Scientist	2	
Data Specialist	5	
Cognitive Process Transformation Totale	91	
Digital Strategy & iX		
Application Architect	3	
Application Consultant	4	
Business Transformation Consultant	4	
Consultant Incentive	1	
Industry Consultant	13	
Industry Sales Non-Incentive	1	
IT Management Consultant	4	
Package Consultant	5	
Project Manager	1	
Project Mgmt Incentive	1	
Strategy Consultant	5	
Technical Solution Architect	1	
Application Developer	6	
Package Specialist	1	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Project Administrator	1	
Digital Strategy & iX Totale	51	
GBS Business Support		
Business Advisor	2	
Business Operations Professional	9	
Project Manager	2	
Sales Execution & Mgmt Professional	1	
Solution Sales Non-Incentive	3	
Learning Consultant	3	
Capacity Management Professional	2	
Learning Operations Specialist	2	
Project Staffing Professional	3	
GBS Business Support Totale	27	
GBS Totale	**490**	**6**
Global Markets		
Business Partners		
Brand Client Representative	1	
Business Operations Professional	3	
Channel Sales Professional	5	
Client Technical Specialist	1	
Industry Sales Non-Incentive	1	
Other Sales Non-Incentive	1	
Sales Execution & Mgmt Professional	1	
Sales Specialist	1	
Solution Rep - Brand Specialist	5	
Sales Management Support	1	
Digital Solution Sales Rep	1	
Sales Compliance Professional	1	
Incentive Analyst	1	
Mid-Market Client Representative	1	
Business Partners Totale	24	
Fiat		
Client Representative	1	
Financial Analyst	1	1
Fiat Totale	2	1
Generali		
Digital Representative	1	
Generali Totale	1	
Global Markets		
Business Operations Professional	1	1
Client Representative	12	
Solution Sales Manager	2	
Global Markets Totale	15	1
Intesa SanPaolo and Eni-Snam		
Client Representative	1	
Client Technical Architect	1	
Client Technical Specialist	1	
Solution Sales Manager	1	
Intesa SanPaolo and Eni-Snam Totale	4	
Public		
Client Representative	2	
Client Unit Executive	1	
Business Development Manager	1	
IBM Sales Model Professional	1	
Public Totale	5	
Research initiatives innovation and technology		
Client Technical Advisor	1	
Enterprise Architect	1	
Infrastructure Specialist	1	
Performance Marketing Professional	1	
Systems Services Representative	1	
Tech Sales Spec Non-Incentive	7	2
Packaging Engineering Professional	1	
Procurement Engineering Professional	1	
Research initiatives innovation and technology Totale	14	2
Technical Sales		
Client Technical Architect	2	2
Client Technical Specialist	2	
Technical Sales Totale	4	2
Unicredit		
Client Representative	1	
Digital Representative	1	
Sales Specialist	1	
Unicredit Totale	3	
Global Markets Totale	**72**	**6**
GTS		
IS		
Associate Partner	1	
Brand Client Representative	1	
Bus Continuity & Resiliency Svcs Cons	3	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse In esubero
Business Advisor	5	
Business Controls Professional	1	
Business Operations Professional	4	
Business Programs Manager	6	
Client Representative	1	
Client Technical Advisor	1	
Client Technical Specialist	1	
Client Unit Executive	1	
Contract Engagement Advisor	1	
Delivery Project Executive	12	2
Delivery Project Executive Incentive	3	
Enterprise Architect	1	
Fulfillment Team Leader	1	
Industry Sales Non-Incentive	1	
Information Architect	1	
Infrastructure Architect	23	2
Infrastructure Specialist	47	4
IT Architect Incentive	1	
IT Management Consultant	6	
Procurement Professional	1	1
Proj Exec Incentive	3	
Project Executive	2	
Project Manager	46	3
Project Mgmt Incentive	2	
Sales Execution & Mgmt Professional	1	
Sales Manager Incentive	1	
Sales Specialist	4	
Server Support Specialist	24	
Service Integration Leader	2	
Solution Rep - Brand Specialist	5	
Solution Representative	5	
Solution Sales Manager	2	
Solution Sales Non-Incentive	8	1
Tech Sales Spec Non-Incentive	4	
Technical Solution Architect	4	
Technical Solution Manager	1	
Transition Manager	7	1
Systems Management Specialist	7	
Deal Facilitator	1	
Technical Services General Prof	1	
Service Availability Manager	4	
Sales Management Support	1	
Technical Services Professional	3	
Systems Administrator	4	
IT Specialist General Professional	45	
Security Specialist	1	
Network Support Specialist	1	
Security Delivery Specialist	11	2
Facility Management Specialist	3	1
Sales Analysis Specialist	1	
People Manager	1	
Network Services Specialist	11	
Delivery Project Manager	2	2
General Other IT Specialist Incentive	2	
Professional Incentive	2	
Systems Programmer	3	
Technical Support Representative	3	
Software Service Planner	1	
HR Service Administrator	1	
Capacity Management Professional	2	
Sales Compliance Professional	1	
Contract Manager	1	
Portfolio Manager	1	
IS Totale	358	19
TSS		
Accounting Analyst	1	
Business Operations Specialist	1	
Business Programs Manager	2	
Channel Sales Professional	2	
Client Technical Specialist	1	
Infrastructure Specialist	2	
IT Management Consultant	1	
Offering Manager	1	
Pricing & Investment Specialist	1	
Proj Exec Incentive	4	
Project Manager	3	1
Solution Rep - Brand Specialist	2	
Solution Sales Manager	1	
Solution Sales Non-Incentive	3	
Systems Services Representative	75	3

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede – Divisione – Ruolo	Totale risorse	Risorse in esubero
Tech Sales Spec Non-Incentive	1	
Technical Team Leader	1	1
Deal Facilitator	1	
Technical Services Professional	3	1
Contract Management Advisor	2	
IT Specialist General Professional	3	
Service Planning Representative	10	
Asset Management Analyst	1	
Support Center Representative	3	
Learning Facilitator	1	
Delivery Project Manager	1	
General Other IT Specialist Incentive	1	
Technical Support Representative	19	
Resource Deployment Manager	1	
Client Availability Leader	1	
Capacity Management Professional	1	
Process Engineering Professional	6	
TSS Totale	156	6
GTS Totale	**514**	**25**
Human Resources		
Human Resources		
Business Analyst	1	
Business Operations Specialist	1	
Compensation Professional	2	
Employee & Labor Relations Prof	1	
HR Delivery Manager	2	
Human Resources Partner	3	
Human Resources Professional	19	2
IT Management Consultant	1	
Recruitment Professional	3	
Tech Sales Spec Non-Incentive	1	
Deal Facilitator	1	
Fulfillment Professional	1	
Executive Administrative Assistant	28	
Learning Facilitator	3	
Learning Consultant	1	
Administrative Staff Professional	9	
HR Service Administrator	12	
Measurements & Reporting Analyst	1	
Safety / IH Specialist	1	
Learning Operations Specialist	2	
Benefits Professional	3	
Workforce Management Professional	4	
Medical Specialist - Physician	1	
Administration Manager	1	
Business & Tech Leadership Prof	1	
Human Resources Totale	103	2
Human Resources Totale	**103**	**2**
Legal		
Legal		
Contract Engagement Advisor	1	
Financial Analyst	1	1
General Lawyer	5	
Security Professional	1	
Administrative Staff Professional	1	
Legal Totale	9	1
Legal Totale	**9**	**1**
Marketing & Communication		
Marketing & Communication		
External Relations Professional	4	1
Performance Marketing Professional	26	2
Portfolio Marketing Professional	24	
Executive Administrative Assistant	1	
Market Mgmt Market Segment Manager	1	
Workforce & Field Enablement Prof	2	
Market Mgmt Channel Enablement Prof	5	
Market Development & Insights Professional	1	
Marketing & Comm Operations Prof	1	
Marketing & Communication Totale	65	3
Marketing & Communication Totale	**65**	**3**
Procurement		
Procurement		
Procurement Professional	22	1
Procurement Tactical Sourcing Prof	2	1
Fulfillment Professional	1	
Global Trade Compliance Coordinator	1	
Supply Chain Operations Professional	3	1
Measurements & Reporting Analyst	1	1
Procurement Totale	30	4
Procurement Totale	**30**	**4**

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
RESO		
RESO		
Financial Analyst	1	
Real Estate / Facilities Admin Prof	6	
Resource Deployment Manager	1	
Real Estate / Facilities Eng Prof	2	
RESO Totale	10	
RESO Totale	**10**	
Solutions and IS&BD		
Solutions and IS&BD		
Brand Client Representative	1	
Client Solutions Professional	3	2
Client Technical Architect	1	
Client Technical Specialist	4	3
Sales Specialist	1	
Solution Rep - Brand Spec SW	1	1
Solution Rep - Brand Specialist	4	2
Solution Representative	3	1
Solution Sales Manager	1	
Solution Sales Non-Incentive	1	1
SW Sales Manager Incentive	1	
Tech Sales Spec Non-Incentive	2	
IT Specialist General Professional	1	
Solutions and IS&BD Totale	24	10
Solutions and IS&BD Totale	**24**	**10**
Systems HW		
Systems HW		
Business Operations Professional	1	
Channel Sales Professional	1	
Client Technical Architect	2	
Client Technical Manager	1	
Client Technical Specialist	6	
Infrastructure Specialist	1	
IT Architect Incentive	1	
IT Management Consultant	2	
Sales Execution & Mgmt Professional	1	
Sales Manager Incentive	1	
Solution Rep - Brand Specialist	7	
Solution Representative	3	
Solution Sales Manager	1	
Solution Sales Non-Incentive	3	
Tech Sales Spec Non-Incentive	8	
IT Specialist General Professional	1	
IBM Sales Model Professional	1	
Engagement Manager	1	
Systems HW Totale	42	
Support		
Systems Services Representative	29	
Technical Support Professional	2	
Support Center Representative	2	
People Manager	1	
Product Eng / Product Field Eng Tech	2	
Support Totale	36	
Systems HW Totale	**78**	
Stragetgy & Sales Operations		
CIO		
Application Architect	1	
Business Analyst	36	5
Business Design Consultant	4	1
Business Operations Professional	1	
Business Programs Manager	1	
Business Transformation Consultant	1	
Financial Analyst	1	
Fulfillment Team Leader	2	
Infrastructure Architect	1	
Infrastructure Specialist	1	
IT Management Consultant	1	
Project Manager	19	1
Systems Management Specialist	1	
Application Developer	2	
IT Specialist General Professional	1	
Test Specialist	1	
Supply Chain Operations Professional	1	
Network Services Specialist	1	
Delivery Project Manager	1	
Information Security Analyst	1	
Compliance Audit & Risk Assurer	1	
CIO Totale	79	7
Quote to Cash		
Business Operations Professional	3	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Business Operations Specialist	1	
Business Programs Manager	2	1
Financial Analyst	2	
Fulfillment Team Leader	11	3
Other Sales Non-Incentive	1	
Project Manager	5	1
Solution Product Transactional Pricer	1	
Deal Facilitator	26	4
Sales Management Support	2	
Fulfillment Contract / Solutions Prof	5	
Contract Management Advisor	3	
Fulfillment Professional	29	7
Administrative Staff Professional	1	1
Customer Relationship Representative	3	3
Contracts and Operations Assistant	1	
Administrator	1	
Accts Receivable Collections Spec	8	1
Supply Chain Management Professional	1	
Quote to Cash Totale	106	21
Quote to Cash transf.		
Business Programs Manager	3	
Fulfillment Team Leader	3	
Supply Chain Operations Professional	2	
Quote to Cash transf. Totale	8	
Stragetgy & Sales Operations		
Business Operations Professional	3	1
Business Programs Manager	1	1
Project Manager	1	
Sales Execution & Mgmt Professional	6	3
Sales Management Support	4	3
IBM Sales Model Professional	4	3
Sales Compliance Professional	1	
Stragetgy & Sales Operations Totale	20	11
Asset Management		
Business Operations Professional	1	1
Business Programs Manager	1	
Project Manager	5	2
Asset Management Analyst	18	9
Asset Management Totale	25	12
Stragetgy & Sales Operations Totale	**238**	**51**
Segrate Totale	**1986**	**128**
Torino		
Cloud		
Cloud		
Client Technical Advisor	1	
Client Technical Specialist	1	
Infrastructure Architect	2	
Security Consultant	1	
Solution Representative	1	
Tech Sales Spec Non-Incentive	1	
Security Specialist	1	
Cloud Totale	8	
Cloud - SW Lab		
Infrastructure Specialist	1	
Cloud - SW Lab Totale	1	
Cloud Totale	**9**	
Digital Sales		
Digital Sales		
Client Representative	1	
Digital Sales Totale	1	
Digital Sales Totale	**1**	
GBS		
Cloud Application Innovation		
Application Architect	1	
Business Analyst	20	
Consultant Incentive	1	
Information Architect	1	
Infrastructure Architect	1	
Package Consultant	7	
Project Manager	12	
Security Professional	1	
Solution Sales Non-Incentive	1	
Application Developer	50	
Package Specialist	8	
Technical Services Professional	4	
IT Specialist General Professional	1	
Data Management Support Specialist	5	
Test Specialist	1	
Project Administrator	2	
Cloud Application Innovation Totale	116	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Cognitive Process Transformation		
Business Transformation Consultant	1	
Information Architect	2	
Package Consultant	1	
Cognitive Process Transformation Totale	4	
GBS Business Support		
Solution Sales Non-Incentive	2	
GBS Business Support Totale	2	
GBS Totale	**122**	
Global Markets		
Global Markets		
Project Executive	1	1
Global Markets Totale	1	1
Intesa SanPaolo and Eni-Snam		
Client Representative	1	
Intesa SanPaolo and Eni-Snam Totale	1	
Global Markets Totale	**2**	**1**
GTS		
IS		
Bus Continuity & Resiliency Svcs Cons	1	
Business Advisor	1	
Business Operations Professional	1	
Client Representative	1	
Delivery Project Executive	8	
Delivery Project Executive Incentive	2	
Enterprise Architect	1	
Infrastructure Architect	15	1
Infrastructure Specialist	11	
IT Management Consultant	1	
Proj Exec Incentive	3	
Project Executive	3	
Project Manager	49	
Project Mgmt Incentive	1	
Service Integration Leader	3	
Solution Representative	2	
Solution Sales Non-Incentive	6	
Technical Solution Architect	8	
Technical Solution Manager	1	
Transition Manager	5	
Systems Management Specialist	4	1
Technical Services General Prof	3	2
Technical Services Professional	24	4
Systems Administrator	6	1
IT Specialist General Professional	6	
Security Delivery Specialist	7	
People Manager	1	
Account / Tech Subject Matter Expert	1	
Network Services Specialist	2	
Delivery Project Manager	15	
Systems Programmer	1	
Technical Support Representative	3	
Software Service Planner	1	
Systems Support Specialist	10	
System Database Administrator	4	
Contract Commercial Manager	2	
IS Totale	213	9
TSS		
Systems Services Representative	14	
Delivery Project Manager	1	
TSS Totale	15	
GTS Totale	**228**	**9**
Human Resources		
Human Resources		
Human Resources Partner	1	
Executive Administrative Assistant	1	
Human Resources Totale	2	
Human Resources Totale	**2**	
Solutions and IS&BD		
Solutions and IS&BD		
Project Manager	1	
Solution Manager	1	
Solution Representative	1	1
Solution Sales Non-Incentive	1	
Solutions and IS&BD Totale	4	1
Solutions and IS&BD Totale	**4**	**1**
Systems HW		
Support		
Systems Services Representative	1	
Support Totale	1	
Systems HW Totale	**1**	

Tabella 1. Impiegati e Quadri di IBM Italia SpA

Sede - Divisione - Ruolo	Totale risorse	Risorse in esubero
Stragetgy & Sales Operations		
Quote to Cash		
Financial Analyst	2	1
Deal Facilitator	1	1
Customer Relationship Representative	1	
Quote to Cash Totale	4	2
Quote to Cash transf.		
Supply Chain Operations Professional	1	
Quote to Cash transf. Totale	1	
Asset Management		
Asset Management Analyst	2	
Asset Management Totale	2	
Stragetgy & Sales Operations Totale	**7**	**2**
Torino Totale	**376**	**13**
Milano Cascia		
GTS		
IS		
Technical Services Professional	1	
Systems Administrator	2	
Support Center Representative	1	
IS Totale	4	
GTS Totale	**4**	
Milano Cascia Totale	**4**	
Settimo Milanese		
GTS		
IS		
Infrastructure Specialist	1	
Project Manager	4	
Server Support Specialist	7	
Network Support Specialist	1	1
IS Totale	13	1
GTS Totale	**13**	**1**
Settimo Milanese Totale	**13**	**1**
Milano Pero		
GTS		
IS		
Infrastructure Specialist	1	
Real Estate / Facilities Admin Prof	2	
Facility Management Specialist	1	
IS Totale	4	
GTS Totale	**4**	
Milano Pero Totale	**4**	
Pero - MI		
GTS		
IS		
Systems Administrator	1	
IS Totale	1	
GTS Totale	**1**	
Pero - MI Totale	**1**	
Peschiera Borromeo		
GBS		
Cloud Application Innovation		
Application Architect	1	
Application Consultant	1	
Business Analyst	5	
Business Operations Professional	1	
Financial Analyst	1	
Infrastructure Specialist	1	
IT Management Consultant	1	
Package Consultant	1	
Technical Team Leader	1	
Test Specialist	11	
Project Administrator	1	1
Database Administrator	3	
Cloud Application Innovation Totale	28	1
GBS Totale	**28**	**1**
Stragetgy & Sales Operations		
Stragetgy & Sales Operations		
IBM Sales Model Professional	1	
Stragetgy & Sales Operations Totale	1	
Stragetgy & Sales Operations Totale	**1**	
Peschiera Borromeo Totale	**29**	**1**
Cornaredo -MI		
GTS		
IS		
Data Center Specialist	2	
IS Totale	2	
GTS Totale	**2**	
Cornaredo -MI Totale	**2**	
Grand Total	**3952**	**215**