	Totale	Risorse
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Bari		
Cloud Cloud		
Sales Specialist	1	
Cloud Totale	1	***************************************
Cloud Totale	1	
Digital Sales		
Digital Sales		
Channel Sales Professional	1	
Digital Sales Totale Digital Sales Totale	1	
GBS		
Cloud Application Innovation		
Application Architect	7	
Application Consultant	1	
Business Analyst	1	
Project Manager	5	
Technical Solution Architect Application Developer	3 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 GBS Totale	4 36	1
Global Markets	30	
Research initiatives innovation and technology		
IT Architect Incentive	1	
Research initiatives innovation and technology Totale	1	
Global Markets Totale	1	
GTS		
IS	Million	
Enterprise Architect	1	
Systems Services Representative IS Totale	1 2	
TSS	2	
Systems Services Representative	5	
TSS Totale	5	
GTS Totale	7	
Human Resources		
Human Resources		
Strategy Consultant	1	
Human Resources Totale	1 1	
Human Resources Totale ari Totale	29	
Bologna		
Cloud		
Cloud		
Client Technical Specialist	1	
IT Management Consultant	1	
Solution Sales Non-Incentive	1	
Cloud Totale Cloud - SW Lab	3	
Application Architect	1	
	2	
Technical Support Professional		
Technical Support Professional Software Specialist	1	
Software Specialist Software Test Specialist	1 1	
Software Specialist Software Test Specialist Cloud - SW Lab Totale	1 5	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale	1	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales	1 5	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales	1 5 8	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative	1 5 8	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional	1 5 8	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative	1 5 8	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep	1 5 8	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale	1 5 8 1 1 1 3	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation	1 5 8 1 1 3 3	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale GBS Cloud Application Innovation Application Architect	1 5 8 1 1 1 3 3	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation Application Architect Industry Consultant	1 5 8 1 1 1 3 3	
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation Application Architect Industry Consultant Infrastructure Specialist	1 5 8 1 1 1 3 3 3	1
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation Application Architect Industry Consultant Infrastructure Specialist Package Consultant	1 5 8 1 1 1 3 3	1
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation Application Architect Industry Consultant Infrastructure Specialist Package Consultant Project Manager	1 5 8 1 1 3 3 3	1
Software Specialist Software Test Specialist Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Client Representative Client Solutions Professional Digital Solution Sales Rep Digital Sales Totale Digital Sales Totale GBS Cloud Application Innovation Application Architect Industry Consultant Infrastructure Specialist Package Consultant	1 5 8 1 1 3 3 3	1



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GBS Totale	1 13	
Global Markets	13	1
Business Partners		
Solution Representative		
Solution Sales Non-Incentive	1	
Business Partners Totale	1 2	
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Sales Specialist		
Fiat Totale	1	
Global Markets	1	
Client Representative		
	6	1
Solution Sales Non-Incentive Global Markets Totale	1	1
Technical Sales	7	2
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	3
TSS Totale	25	2
GTS Totale		3 5
Marketing & Communication	41	5
Marketing & Communication		
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Portfolio Marketing Professional	1	1
Marketing & Communication Totale Marketing & Communication Totale	entre in her avening in the line	1
	1	1
Solutions and IS&BD		
Solutions and IS&BD		
Industry Sales Non-Incentive		
Solutions and IS&BD Totale	ne amanen 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	
logna Totale	84	9
irenze	Marie de la	
Cloud		
Cloud		
Solution Sales Non-Incentive	1	
Cloud Totale	1	
Cloud - SW Lab		
Infrastructure Specialist	1	
Resource Deployment Manager	1	
Software Specialist	1	
	3	
	4	
Cloud - SW Lab Totale		
Cloud - SW Lab Totale Cloud Totale		
Cloud - SW Lab Totale Cloud Totale Digital Sales		
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales		
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Mid-Market Client Representative	1	
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Mid-Market Client Representative Digital Sales Totale	1	
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Mid-Market Client Representative Digital Sales Totale Digital Sales Totale		
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Mid-Market Client Representative Digital Sales Totale GBS	1	
Cloud - SW Lab Totale Cloud Totale Digital Sales Digital Sales Mid-Market Client Representative Digital Sales Totale Digital Sales Totale	1	



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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	10	
Business Partners		
CONTRACTOR OF THE CONTRACTOR O		
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	ĺ	
Technical Sales Totale	1 -	
Global Markets Totale		
GTS	5	
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	A (8) - 1 - 1 - 1 - 1 - 1
TSS Totale	6	
GTS Totale	the state of the s	
	19	
Stragetgy & Sales Operations		
Quote to Cash		
Customer Relationship Representative	1	1
Quote to Cash Totale	1	1
Stragetgy & Sales Operations Totale		1
enze Totale	48	3
Senova		
Cloud		
Cloud	1	
Cloud Cloud Infrastructure Architect		
Cloud Cloud Infrastructure Architect Solution Representative	1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive	1 2	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale	1 2 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale	1 2	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales	1 2 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales	1 2 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager	1 2 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale	1 2 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Project Manager Digital Sales Totale GBS	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX	1 2 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX	1 2 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale	1 2 4 4 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale GBS Totale GBS Totale Global Markets Global Markets	1 2 4 4 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GBS Totale GBS Totale GBS Totale GBS Totale GIobal Markets Global Markets Client Representative	1 2 4 4 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GIODAL Markets Global Markets Client Representative Global Markets Totale	1 2 4 4 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Client Representative Global Markets Totale Public	1 2 4 4 4	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GBS Totale Global Markets Global Markets Client Representative Public Client Representative	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Client Representative Public Client Representative Public Totale	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale Global Markets Global Markets Client Representative Public Client Representative Public Totale Global Markets Totale Global Markets Totale	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GBS Totale Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GIobal Markets Totale GIobal Markets Totale Public Totale GIobal Markets Totale GIobal Markets Totale GIobal Markets Totale	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GIODAL Markets Totale GIODAL Markets Totale Public Totale GIODAL Markets Totale FIGURE TOTALE GIODAL Markets Totale GISS GIS	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GISS IS Infrastructure Specialist	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GIOBAL Markets Totale GIOBAL Markets Totale Public Totale GIOBAL Markets Totale GIOBAL Markets Totale FIGURE GIOBAL Markets Totale FIGURE GIOBAL Markets Totale GIS	1 2 4 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1	1 1
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GISS IS Infrastructure Specialist	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GIobal Markets Totale GIobal Markets Totale Finance Financ	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale Slobal Markets Totale GTS IS Infrastructure Specialist IS Totale TSS	1 2 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Fishal Markets Totale GTS IS Infrastructure Specialist IS Totale TSS Systems Services Representative TSS Totale	1 2 4 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GISS IS Infrastructure Specialist IS Totale TSS Systems Services Representative TSS Totale GTS Totale GTS Totale	1 2 4 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 2 2 2 2	1
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Project Manager Digital Sales Totale Digital Sales Totale Digital Sales Totale GBS Digital Strategy & iX Application Developer Digital Strategy & iX Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GIObal Markets Totale TSS IS Infrastructure Specialist IS Totale TSS Systems Services Representative TSS Totale GSTS Totale Marketing & Communication	1 2 4 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 2 2 2 2	1
Cloud Cloud Infrastructure Architect Solution Representative Solution Sales Non-Incentive Cloud Totale Cloud Totale Digital Sales Digital Sales Digital Sales Project Manager Digital Sales Totale GBS Digital Strategy & IX Application Developer Digital Strategy & IX Totale GBS Totale GBS Totale Global Markets Global Markets Global Markets Client Representative Global Markets Totale Public Client Representative Public Totale GISS IS Infrastructure Specialist IS Totale TSS Systems Services Representative TSS Totale GTS Totale GTS Totale	1 2 4 4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 2 2 2 2	1



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Marketing & Communication Totale Solutions and IS&BD	risorse e 1	esube
Solutions and IS&BD		
Client Technical Specialist Solutions and IS&BD Totale	1	
Solutions and IS&BD Totale	and the second of the Production	
Systems HW		
Systems HW		
Client Technical Advisor Client Technical Specialist	1	
Systems HW Totale	2	
Systems HW Totale	2	
enova Totale	<u>us</u>	
Napoli Cloud		
Cloud - SW Lab		
Application Consultant	1	
Cloud - SW Lab Totale		
Cloud Totale GBS		
Cloud Application Innovation		
Application Architect	10	
IT Management Consultant	3	
Package Consultant Project Executive	1	
Project Executive	5	CHERORES
Application Developer	7	
Test Specialist	1	1
Project Administrator	· <u>1</u>	1
Cloud Application Innovation Totale Digital Strategy & iX	29	2
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 Public	1	1
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 Project Manager	5	
FIOJECC Manager	1 1	
Service Availability Manager Technical Services Professional	1	
Service Availability Manager Technical Services Professional Delivery Project Manager	1	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale		
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS	1 11	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale	1	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative	1 11 1 1 1 8	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale	1 11 1 1 8 10	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale	1 11 1 1 1 8	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale	1 11 1 1 8 10	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources	1 11 1 1 8 10	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale	1 11 1 8 10 21	1
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale Human Resources Totale Human Resources Totale	1 11 1 1 8 10 21	
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale	1 11 1 8 10 21	1
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale Human Resources Totale Systems HW Support Systems Services Representative	1 11 1 1 8 10 21	1
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale Human Resources Totale Systems HW Support Systems Services Representative Support Totale	1 11 1 1 8 10 21	1
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale Human Resources Totale Systems HW Support Systems Services Representative Support Totale Systems HW Totale	1 11 1 1 8 10 21	1
Service Availability Manager Technical Services Professional Delivery Project Manager IS Totale TSS Business Operations Professional Solution Rep - Brand Specialist Systems Services Representative TSS Totale GTS Totale Human Resources Human Resources Administrative Staff Professional Human Resources Totale Human Resources Totale Systems HW Support Systems Services Representative Support Totale	1 11 1 1 8 10 21	1



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Cloud	
Cloud	The state of the s
Industry Consultant	1
Information Architect	1
Security Architect Security Consultant	1
Solution Sales Non-Incentive	1
IT Specialist General Professional	2
Network Services Specialist	1
Security Services Specialist	ī
Operations Architect	1
Cloud Totale	10
Cloud Totale	10
Digital Sales	
Digital Sales	
Sales Manager Incentive	1
Solution Representative Digital Sales Totale	
Digital Sales Totale 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	
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 Generali Totale	<u>1</u>
Global Markets	
	2
Client Representative	2
Client Representative Industry Sales Non-Incentive	1
Client Representative	
Client Representative Industry Sales Non-Incentive Global Markets Totale	1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale	1 3
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales	1 3 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect	1 3 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive	1 3 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale	1 3 1 1 1 1 2
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale	1 3 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS	1 3 1 1 1 1 2
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale GIOBAL Markets Totale GIS IS	1 3 1 1 1 2 8
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale GTS IS Client Technical Specialist	1 3 1 1 1 1 2
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS	1 3 1 1 1 2 8
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale GIobal Markets Totale GTS IS Client Technical Specialist Delivery Project Executive	1 3 1 1 1 2 8
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale GIObal Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive	1 3 1 1 1 2 8
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive	1 3 1 1 1 1 2 8 8 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale	1 3 1 1 1 1 2 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale GIOBAL Markets Totale GIS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale TSS	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GIS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale TSS Infrastructure Specialist	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GTS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale TSS	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GIS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale TSS Infrastructure Specialist Other Sales Non-Incentive	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Client Representative Industry Sales Non-Incentive Global Markets Totale Public Client Representative Public Totale Technical Sales Client Technical Architect Tech Sales Spec Non-Incentive Technical Sales Totale Global Markets Totale GIOBAL Markets Totale GIS IS Client Technical Specialist Delivery Project Executive Delivery Project Executive Incentive Infrastructure Architect Infrastructure Specialist Proj Exec Incentive Project Manager Project Mgmt Incentive Transition Manager IS Totale TSS Infrastructure Specialist Other Sales Non-Incentive Proj Exec Incentive Proj Exec Incentive Proj Exec Incentive Proj Exec Incentive	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1



	Tota	ale Risorse
ede - Divisione - Ruolo	riso	rse esube
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	
Ouote to Cash Totale	1	
Stragetgy & Sales Operations Totale	1	
adova Totale		
Palermo		
GBS		
Cloud Application Innovation		
Business Analyst	i	
Cloud Application Innovation Totale	1	
GBS Business Support		
Project Manager	1	
GBS Business Support Totale	1	
GBS Totale	2	te manual de
GTS		
IS		
Other Sales Non-Incentive	1	
IS Totale	1	
TSS		
Systems Services Representative	4	1
	4	1
Systems Services Representative	4 4	
Systems Services Representative TSS Totale	4	
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Fiera	4 4	
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Fiera Cloud	4 4	
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Fiera Cloud Cloud	4 4 5 7	1 1 1
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Flera Cloud Cloud Application Architect	4 4 5 7	1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative	4 4 5 7	1 1 1 1
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative	4 4 5 7 4 6 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager	4 4 5 7 4 6 1 1	1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative	4 4 5 7 4 6 1	1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager	4 4 5 7 4 6 1 1	1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional	4 4 5 7 4 6 1 1 1 2	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Fiera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect	44 45 5 7 46 61 11 22 5	1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor	44 44 55 7 44 66 11 22 55	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Manager Client Technical Manager Client Technical Manager Client Technical Specialist	4 4 5 7 4 6 1 1 2 5 7	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive	4 4 5 7 4 6 6 1 1 1 2 5 7 7 3 2 8	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive	4 4 5 7 4 6 6 1 1 1 2 5 7 3 28 1	1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Advisor Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant	4 4 5 7 4 6 6 1 1 1 2 5 7 3 28 1 1 1	1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive	4 4 6 1 1 2 5 7 3 28 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Sales Non-Incentive Industry Solution Representative	4 4 5 7 4 6 1 1 2 5 7 3 28 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Sales Non-Incentive Industry Solution Representative Information Architect	4 4 5 7 4 6 1 1 2 5 7 7 3 28 1 1 1 1 1 1 2	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Information Architect Information Architect	44 44 55 77 46 66 11 11 22 55 77 33 28 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist	4 4 5 7 4 6 6 1 1 1 2 2 5 7 7 3 2 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Manager Client Technical Moser Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Solution Representative Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive	4 4 5 7 7 4 6 6 1 1 1 2 5 7 3 2 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Moser Client Technical Moser Client Technical Moser Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Sales Non-Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant	4 4 5 7 7 4 6 6 1 1 1 2 5 7 3 28 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Advisor Client Technical Manager Client Technical Manager Client Technical Mosor Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Information Architect Information Architect Information Specialist IT Architect Incentive IT Management Consultant Project Manager	4 4 5 7 7 4 6 1 1 2 5 7 7 3 28 1 1 1 1 1 1 2 4 1 1 1 1 1 1 1 1 1 1 1 1	
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Advisor Client Technical Manager Client Technical Manager Client Technical Mosor Client Technical Mosor Client Technical Mosor Client Technical Mosor Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist	4 4 5 7 4 6 1 1 2 5 7 7 3 28 1 1 1 1 1 2 4 1 1 1 2 4 1 1 1 1 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant	4 4 5 7 4 6 1 1 2 5 7 3 28 1 1 1 1 1 2 4 1 1 2 3 5 7 7 7 7 8 8 9 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional	44 44 55 77 46 66 11 11 12 55 77 33 28 11 11 11 12 44 10 33 55 77	
Systems Services Representative TSS Totale GTS Totale Illerno Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW	44 44 46 66 11 11 22 55 77 33 28 11 11 11 12 44 110 33 55 77	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Industry Solution Representative Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Specialist	44 44 66 11 12 55 77 33 28 11 11 11 12 4 10 33 55 77 33	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Fiera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Representative	4 4 6 6 1 1 1 2 5 7 3 28 1 1 1 1 1 2 4 4 10 3 5 7 7 3 7 7 3 7 7 7 7 3 8 7 7 7 7 7 7 7 7	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Ilermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Soles Non-Incentive Industry Solution Representative Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Representative Solution Sales Manager	4 4 4 5 7 7 7 4 6 1 1 1 2 5 7 7 3 28 1 1 1 1 1 2 4 10 3 5 7 7 3 1 10 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Specialist Solution Sales Manager Solution Sales Manager	44 44 55 77 46 66 11 12 25 57 73 31 11 12 44 10 33 55 77 33 77 11 11 12 33 77 11 11 12 33 77 11 12 33 77 14 15 77 16 77 17 18 18 18 18 18 18 18 18 18 18 18 18 18	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Ronta Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Infustry Solution Representative Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Professional Solution Rep - Brand Spec SW Solution Representative Solution Sales Manager Solution Sales Manager Solution Sales Spec Non-Incentive Tech Sales Spec Non-Incentive	44 44 66 11 12 25 57 73 32 28 11 11 12 24 41 10 33 55 77 33 77 11 16 17 18 19 19 19 19 19 19 19 19 19 19 19 19 19	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Fiera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Advisor Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Representative Solution Sales Manager Solution Sales Mon-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Technical Solution Architect	44 44 46 66 11 11 12 25 77 33 28 11 11 12 44 10 33 55 77 37 71 11 12 55 77 31 32 44 11 55 77 77 31 31 32 44 45 45 45 45 45 45 45 45 45 45 45 45	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Specialist Solution Representative Solution Sales Manager Solution Sales Manager Solution Sales Non-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Technical Solution Architect Technical Solution Anager	44 44 45 5 7 7 46 66 11 11 12 28 11 11 11 11 11 11 11 11 11 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Illermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Specialist T Architect Incentive Information Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Spec SW Solution Raper Sales Manager Solution Sales Manager Solution Sales Manager Solution Sales Mon-Incentive Technical Solution Manager Systems Management Specialist	44 44 45 5 7 7 46 66 11 11 12 55 77 33 55 77 33 55 77 31 16 17 18 19 19 10 11 11 11 11 11 11 11 11 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Iterrno Totale Roma Flera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Sales Non-Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Specialist Solution Representative Solution Representative Solution Sales Manager Solution Sales Non-Incentive Technical Solution Architect Technical Solution Architect Technical Solution Manager Systems Management Specialist	4 4 4 5 7 7 7 8 8 8 8 8 1 1 1 1 1 1 1 1 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale iltermo Totale Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Infustry Solution Representative Infrastructure Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Representative Solution Representative Solution Sales Manager Solution Sales Manager Solution Sales Non-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Tech Sales Spec Non-Incentive Technical Solution Architect Technical Solution Manager Systems Management Specialist Software Developer Sales Management Support	44 44 45 57 77 46 66 11 11 22 55 77 33 28 11 11 11 12 24 41 10 35 57 73 37 71 11 10 11 11 11 11 11 11 11 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Itermo Totale Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Specialist IT Architect Incentive Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Spec SW Solution Representative Solution Sales Mon-Incentive Technical Solution Architect Technical S	4 4 4 5 7 7 7 8 8 8 8 8 1 1 1 1 1 1 1 1 1 1 1 1	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Internotate Roma Flera Cloud Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Spec SW Solution Rep - Brand Specialist Solution Rep - Brand Specialist Solution Rep - Brand Specialist Solution Repsentative Solution Sales Manager Solution Sales Monager Solution Sales Monager Solution Architect Technical Solution Architect Technical Solution Manager Systems Management Specialist Software Developer Sales Management Support IT Specialist General Professional Network Support Specialist	44 44 45 57 77 46 66 11 11 22 55 77 33 28 11 11 11 12 24 41 10 35 57 73 37 71 11 10 11 11 11 11 11 11 11 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale Itermo Totale Roma Flere Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Architect Client Technical Manager Client Technical Professional Client Technical Manager Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Spec SW Solution Representative Solution Sales Manager Solution Sales Manager Solution Sales Non-Incentive Technical Solution Architect Technical Solution Manager Systems Management Specialist Software Developer Sales Management Support IT Specialist General Professional Network Support Specialist General Other IT Specialist Incentive	44 44 45 57 77 46 66 11 11 22 57 73 32 28 11 11 12 22 44 10 33 55 77 33 77 11 10 10 11 11 11 11 11 11 11 11 11 11	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Systems Services Representative TSS Totale GTS Totale alermo Totale Roma Flera Cloud Application Architect Brand Client Representative Client Representative Client Solutions Manager Client Solutions Professional Client Technical Advisor Client Technical Architect Client Technical Architect Client Technical Manager Client Technical Specialist Consultant Incentive Delivery Project Executive Incentive Industry Consultant Industry Solution Representative Information Architect Infrastructure Architect Infrastructure Architect Infrastructure Specialist IT Architect Incentive IT Management Consultant Project Manager Sales Specialist Security Consultant Security Professional Solution Rep - Brand Spec SW Solution Rep - Brand Spec SW Solution Representative Solution Sales Manager Solution Sales Manager Solution Sales Mon-Incentive Tech Sales Spec Non-Incentive Technical Solution Manager Systems Management Specialist Software Developer Sales Management Specialist Software Developer Sales Management Support IT Specialist General Professional Network Support Specialist	44 44 45 5 7 7 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1



	Totale	Risorse
ede - Divisione - Ruolo	risorse	esube
Cloud Totale Cloud - SW Lab	178	1
Application Architect		
Application Consultant	3 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 Resource Deployment Manager	1	
Software Specialist	2	
Software Performance Analyst	1	
Software Release Manager	i	
Software Test Specialist	9	
Operations Architect	1	
Software Designer	2	
Offering Manager - Z IT Operation Analytics	ī	
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 Digital Sales Totale	8 8	3
Finance	,	3
Finance	Learner and consists	
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 Delivery Project Executive	4 3	
Delivery Project Executive	1	
	1	
Enterprise Architect		
Enterprise Architect Industry Consultant	5	-immonio
Enterprise Architect	5 2	1
Enterprise Architect Industry Consultant Information Architect	5	1 2



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Cloud Application Innovation Totale Cognitive Process Transformation	134 6
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	· · · · · · · · · · · · · · · · · · ·
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	i
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	193
Business Partners	
Client Representative	3
Other Sales Non-Incentive	
Solution Rep - Brand Specialist	1 1
Solution Sales Manager	1
Solution Sales Non-Incentive Business Partners Totale	7
Ferrovie Project Mgmt Incentive	
Ferrovie Totale	
Generali	
Client Representative Generali Totale	2
Global Markets	
	7
Client Representative	1
Sales Manager Incentive	
	1
Solution Sales Non-Incentive	A 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
Solution Sales Non-Incentive Global Markets Totale	
Solution Sales Non-Incentive Global Markets Totale Public	
Solution Sales Non-Incentive Global Markets Totale Public Client Representative	9
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive	2
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive	2
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager	2 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative	2 1 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive	2 1 1 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator	2 1 1 1 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator Business Development Manager	2 1 1 1 1 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator Business Development Manager Public Totale	2 1 1 1 1 1
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator Business Development Manager Public Totale Research initiatives innovation and technology	2 1 1 1 1 1 1 1 17
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator Business Development Manager Public Totale Research initiatives innovation and technology Application Architect	2 1 1 1 1 1 1 17
Solution Sales Non-Incentive Global Markets Totale Public Client Representative Industry Sales Non-Incentive Project Mgmt Incentive Sales Manager Solution Representative Solution Sales Non-Incentive Deal Facilitator Business Development Manager Public Totale Research initiatives innovation and technology	2 1 1 1 1 1 1 1 17



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Sede - Divisione - Ruolo	Totale Risors risorse esub	
Client Technical Advisor	2	-110
Client Technical Architect	4	
Enterprise Architect	1	
Technical Sales Totale	8	
Global Markets Totale	45	
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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 Sales Specialist	29	
Security Architect		
Server Support Specialist	1	
Service Integration Leader		
Solution Manager	2 1	
Solution Rep - Brand Specialist	9	
Solution Representative	1	
Solution Sales Non-Incentive	3	
Tech Sales Spec Non-Incentive		
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 Service Portfolio Manager	1 1	
IS Totale	202 3	
TSS	202 3	
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	i	
TSS Totale	63 2	
GTS Totale	265 5	
Human Resources		
Human Resources		
Human Resources Partner		
Human Resources Professional		
Project Manager Application Developer		
Executive Administrative Assistant	1	
Administrative Staff Professional	8	
HR Service Administrator	ì	



ede - Divisione - Ruolo	Totale Risi risorse es	
Safety / IH Specialist	1	
Human Resources Totale	20	
Human Resources Totale Legal	20	
Legal		
Contract Engagement Advisor	1	
General Lawyer	ī	
Legal Totale	2	
Legal Totale	2	
Marketing & Communication		
Marketing & Communication	PALLACIO	
Performance Marketing Professional	1	
Portfolio Marketing Professional Marketing & Communication Totale	1	-
Marketing & Communication Totale 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		
Client Solutions Professional	1 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 Solutions and IS&BD Totale	1	
Solutions and IS&BD Totale	13	3
Systems HW	13	3
Systems HW		
Application Architect	1	
Client Technical Architect	Ĩ	
Client Technical Manager	1	
Client Technical Specialist	4	
IT Management Consultant	2	
Sales Specialist	2	
Solution Rep - Brand Specialist	4	
Solution Representative Solution Sales Non-Incentive	2	
Tech Sales Spec Non-Incentive	1	
Sales Management Support	1	
Systems HW Totale	22	
Support		
Business Programs Manager	1	
Project Manager	1	
Systems Services Representative		1
Support Totale	21	1
Systems HW Totale	43	1
Stragetgy & Sales Operations	كالباد والكاللا والمواكد وموساتها والمواجودة	
Quote to Cash Rusiness Operations Professional		
Business Operations Professional Fulfillment Team Leader	1 3	
Solution Sales Non-Incentive	1	
Deal Facilitator		1
Sales Management Support	1	-
Fulfillment Contract / Solutions Prof		1
Fulfillment Professional		1
Customer Relationship Representative	1	
Accts Receivable Collections Spec		
HR Delivery Team Leader	1	3
Quote to Cash Totale Quote to Cash transf.	38	3
Business Programs Manager	1	
Fulfillment Team Leader	i	
Quote to Cash transf. Totale	2	
Stragetgy & Sales Operations		10000
Sales Management Support		1
Sales Compliance Professional	1	
		1
Stragetgy & Sales Operations Totale Stragetgy & Sales Operations Totale		4



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Roma Veneziani	I ISUI SC E	Sube
GBS		
Cloud Application Innovation Application Architect	3	
Application Architect Application Consultant	1	17.001.711
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 2	
IT Management Consultant Strategy Consultant	1	
Cognitive Process Transformation Totale	4	
Digital Strategy & IX		
Application Architect	1	
Industry Consultant	<u>1</u>	dia n
IT Management Consultant	1	180617650
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	19
Technical Services Professional	30 1	19
IT Specialist General Professional	1	
Network Support Specialist	2	
Security Delivery Specialist	4	
Network Services Specialist Delivery Project Manager	i	
Systems Programmer	3	1
Technical Operations Analyst	ĭ	-
Operations Architect		
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		
oma Veneziani Totale	104	21
Segrate	Marine Designation of the second state of the second second second	
CHQ		
CHQ	1	nd 840 1 2 2 2 2 2 2 2
Digital Representative	1	
CHQ Totale	<u> </u>	
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	onicana
Infrastructure Specialist	1	



	Digital Soln Sales Rep Non-incentive Digital Representative Non-incentive	10	3
	Measurements & Reporting Analyst	2 1	2
	Digital Solution Sales Rep	4	1
	Tech Sales Spec Non-Incentive	1	
	Solution Sales Non-Incentive	7	
	Solution Representative	2	1
	Solution Rep - Brand Spec SW Solution Rep - Brand Specialist	1	
	Sales Manager Incentive Solution Rep - Brand Spec SW	1 1	
	Project Manager	3	
	Other Sales Non-Incentive	5	
	Industry Solution Representative	1	
	Digital Sales Manager Incentive	1	
	Digital Representative	13	1
	Business Operations Professional Consultant Incentive	3 1	
	Business Controls Professional	1	
	Business Analyst	2	
	Business Advisor	7	
	Application Architect	3	
	Digital Sales		
	gital Sales	109	0
	oud - SW Lab Totale d Totale	59 189	6
~	Technical Enablement Specialist	1	5
	Software Specialist	3	
	Learning Facilitator	2	
	Packaging Engineering Professional	1	
	Data Specialist	1	
	IT Specialist General Professional	5	
	Technical Support Professional	7	
	Application Developer	2	1
	Systems Management Specialist	2	
	Technical Solution Architect	1	
	Tech Sales Spec Non-Incentive	8 1	
	Server Support Specialist Systems Services Representative	1 8	
	Project Manager	2	1
	Package Consultant	9	1
	IT Management Consultant	11	
	Infrastructure Specialist	2	1
	Infrastructure Architect	1	
	Client Technical Advisor	2 .	
	Business Operations Professional	1	
	Application Consultant	2	
	Application Architect	4	1
	Cloud - SW Lab		
Clo	oud Totale	130	1
	Portfolio Manager	1	
*******	Security Services Specialist	3	
	IBM Sales Model Professional	1	***
	General Other IT Specialist Incentive	<u>1</u>	yy : #10,000 c
	Sales Analysis Specialist	2	
	IT Specialist General Professional Security Specialist	4	
	Sales Management Support	3	
	Software Developer	1	
	Application Developer	1	
	Technical Solution Architect	2	
	Tech Sales Spec Non-Incentive	6	1
	SW Sales Manager Incentive	1	
	Solution Sales Non-Incentive	4	
	Solution Sales Manager	1	
	Solution Representative	6	
	Solution Rep - Brand Specialist	8	
	Solution Rep - Brand Spec SW	15	
	Solution Product Transactional Pricer	3 1	
	Security Architect Security Consultant	1	
	Sales Specialist	5	
	Sales Execution & Mgmt Professional	2	
elier in the	Project Manager	2	
		2	
	Package Consultant	2	
	IT Management Consultant Package Consultant	4	



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Finance	risonse e	201010
Finance		
Accounting Analyst	14	1
Business Advisor	1	William 7
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 Finance Coordinator	1	
Finance Totale	92	5
inance Totale	92	5
GBS	32	3
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 Technical Team Leader	· · · · · · · · · · · · · · · · · · ·	
	1 28	
Application Developer Package Specialist	28	
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		
Business Analyst	2	
Business Transformation Consultant	14	
Consultant Incentive	3	
Industry Consultant	24	
Infrastructure Specialist IT Management Consultant	2	
Package Consultant	12	
Project Manager	1 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	narrasii.
Consultant Incentive	1	
Industry Consultant	13	
Industry Sales Non-Incentive	1	
IT Management Consultant	4	
Package Consultant	5	
Project Manager	1	
Project Mgmt Incentive		
Strategy Consultant	5	
Technical Solution Architect Application Developer		
AUDICATION DEVELOPEE	6	



	Totale	Risors
ede - Divisione - Ruolo	risorse	esub
Project Administrator	1	
Digital Strategy & iX Totale GBS Business Support	51	
Business Support Business Advisor		
Business Operations Professional	2	
Project Manager	9	
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 Channel Sales Professional	3	
Client Technical Specialist	5	
Industry Sales Non-Incentive		
Other Sales Non-Incentive		
Sales Execution & Mgmt Professional	<u>1</u>	
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	tion and the same	
Client Representative	1	
Client Technical Architect	1	
Client Technical Specialist	1	
Solution Sales Manager Intesa SanPaolo and Eni-Snam Totale	1	
Public	4	
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		<u>_</u>
Client Technical Architect	2	2
Client Technical Specialist Technical Sales Totale	2	
Technical Sales Totale Unicredit	4	2
Client Representative Digital Representative	1	
Sales Specialist	1	
Unicredit Totale	3	
Global Markets Totale	72	6
GTS		ū
IS		
Associate Partner	1	
AND	1	
Brand Client Representative		



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Business Advisor	risorse	es
Business Controls Professional	5	
Business Operations Professional	1	
The state of the second	4	
Business Programs Manager Client Representative	6	
The state of the s	1	
Client Technical Advisor	1	
Client Technical Specialist	1	
Client Unit Executive	1	
Contract Engagement Advisor	1	
Delivery Project Executive	12	
Delivery Project Executive Incentive	3	
Enterprise Architect	1	
Fulfillment Team Leader	1	
Industry Sales Non-Incentive	1	
Information Architect	1	
Infrastructure Architect	23	
Infrastructure Specialist	47	- The people
IT Architect Incentive	1	
IT Management Consultant		
Procurement Professional	6	
Proj Exec Incentive	1	
Project Executive	3	
Project Manager	2	
Project Manager Project Mgmt Incentive	46	
Sales Execution & Mgmt Professional	2	
Sales Manager Incentive	1	
	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	
Tech Sales Spec Non-Incentive	4	
Technical Solution Architect	4	
Technical Solution Manager	1	
Transition Manager	7	
Systems Management Specialist	7	
Deal Facilitator		
Technical Services General Prof	1	
Service Availability Manager	1	-
Sales Management Support	4	
Technical Services Professional	1	
Systems Administrator	3	
	4	
IT Specialist General Professional Security Specialist	45	
	1	
Network Support Specialist	1	
Security Delivery Specialist	11	
Facility Management Specialist	3	
Sales Analysis Specialist	1	
People Manager	1	
Network Services Specialist	11	
Delivery Project Manager	2	
General Other IT Specialist Incentive	2	
Professional Incentive	2	
Systems Programmer	3	
Technical Support Representative	3	
Software Service Planner	1	
HR Service Administrator	ī	
Capacity Management Professional	2	
Sales Compliance Professional	<u> </u>	
Contract Manager		
Portfolio Manager	1	
S Totale	358	
TSS	358	1
Accounting Analyst		
Business Operations Specialist		
Business Programs Manager	<u>1</u>	
Channel Sales Professional	2	
	2	
Client Technical Specialist	1	
Infrastructure Specialist	2	
IT Management Consultant	1	
Offering Manager	1	
Pricing & Investment Specialist	i	
Proj Exec Incentive	4	
Project Manager	3	1
The state of the s	The state of the s	
Solution Rep - Brand Specialist	2	
Solution Rep - Brand Specialist Solution Sales Manager	2 1	



Total Sales Spee Non-Incentive Total Sales Spee Non-Incentive Tethical Zeru Leader 1			
Tech Sales Spec Non-Incentive		Totale	Risorse
Tech Sales Spec Non-Incentive Technical Team Leader Deal Facilitator Technical Services Professional Technical Services Professional Contract Management Advisor I Specialist General Professional Service Planning Representative I Support Conter Representative Learning Facilitator Delivery Project Manager Delivery Project Manager General Other IT Specialist Incentive Learning Contract Representative Learning Facilitator Delivery Project Manager General Other IT Specialist Incentive Technical Support Representative Learning Facilitator Delivery Project Manager Technical Support Representative Learning Experiment Professional Technical Support Representative Technical Support Representative Learning Experiment Professional Technical Support Representative Learning Experiment Professional Technical Support Representative Learning Contractive Learning Experiment Professional Technical Support Representative Learning Contractive Learning Consultant Recruttment Professional Learning Consultant Administrative Staff Professional Learning Consultant Administrative Staff Professional Learning Consultant Administrative Staff Professional Learning Operations Specialist Learning Operation Specialist Lear	ede - Divisione - Ruolo		
Technical Team Leader Deal Facilitator 1			1010101
Deal Facilitator			1
Technical Services Professional			- 4
Contract Management Advisor			1
T Specialist General Professional Service Planning Representative 10	**		
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 Clandity Whanagement Professional 1 Capacity Whanagement Professional 6 TSS Totale 55 Human Resources 15 Human Resources 1 Human Resources 1 Human Resources Specialist 1 Compensation Professional 2 Employee & Labor Relations Prof 1 Human Resources Professional 19 Tembourse & Labor Relations Professional 1 Tembourse Specialist 1 Tembourse Specialist 1 <td></td> <td></td> <td></td>			
Asset Management Analyst Support Center Representative Learning Facilitator Delivery Project Manager General Other IT Specialist Incentive Technical Support Representative 19 Resource Deployment Manager Client Availability Leader Resource Deployment Manager 11 Client Availability Leader Client Availability Leader Resource Deployment Manager 11 Client Availability Leader Client Availability Leader Resources Engineering Professional 16 TSS Totale TS			
Support Center Representative Learning Facilitator Delivery Project Manager General Other IT Specialist Incentive 1 1 Technical Support Representative Resource Deployment Manager Client Availability Leader Capacity Management Professional 1 1 CST STOM STATE Business Sanalyst Business Sanalyst Business Superations Specialist Compensation Professional 2 2 Employee & Labor Relations Prof HMB Delivery Manager Human Resources Human Resources Professional 2 1 Camagement Consultant 1 1 Capacity Manager 1 1 Ca		100 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Learning Facilitator 1			
Delivery Project Manager			14.70.00 (4.00.00 (4.00.00)
General Other IT Specialist Incentive 19 Resource Deployment Manager 1 1 1 1 1 1 1 1 1			
Technical Support Representative 19 Resource Deployment Manager 1 1 1 1 1 1 1 1 1			
Resource Deployment Manager 1			
Clent Availability Leader 1			
Capacity Management Professional 1 1 1 1 1 1 1 1 1			
Process Engineering Professional			
TSS Totale 156 6 TST Totale 514 25 Human Resources Human Resources Business Analyst 1 Compensation Professional 2 Embloyee & Labor Relations Prof 1 Human Resources Professional 2 Embloyee & Labor Relations Prof 1 Human Resources Partner 3 Human Resources Partner 3 Human Resources Professional 19 2 IT Management Consultant 1 Recruitment Professional 3 Tech Sales Spec Non-Inentive 1 Deal Facilitator 1 Fulfillment Professional 1 Executive Administrative Assistant 28 Learning Consultant 1 Learning Consultant 1 Administrative Staff Professional 9 HR Service Administrator 12 Measurements & Reporting Analyst 1 Safety / H Specialist 1 Learning Operations Specialist 1 Learning Operations Specialist 1 Safety / H Specialist 1 Safety / H Specialist 1 Safety / H Specialist 1 Learning Administration 1 Medical Specialist - Physician 1 Human Resources Totale 103 2 Human Resources Totale 103 2 Human Resources Totale 9 1 Legal Totale 9 1 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication 1 Marketing & Communication 2 Marketing & Communication 3 Marketing & Communication 4 1 Marketing & Communication 5 1 Marketing & Communication 1 1 Marketing & Communication 2 2 Market Mgmt Marketing Professional 4 1 Marketing & Communication 2 2 1 Marketing & Communication 1 1 Marketing & Communication 2 2 1 Marketing & Communication 3 3 1 Ma			
Human Resources			
Human Resources Human Resources Business Analyst 1 1 1 1 1 1 1 1 1	The state of the first of the first of the state of the s	the same of the sa	
Business Analyst 1		514	25
Business Analyst Business Operations Specialist 1 Compensation Professional Employee & Labor Relations Prof 1 HR Delivery Manager 2 Human Resources Partner 3 Human Resources Professional 19 17 Hanagement Consultant 1 1 Recruitment Professional 19 17 Hanagement Consultant 1 1 Recruitment Professional 1 2 Tech Sales Spec Non-Incentive 1 1 Fulfillment Professional 1 2 Execute Administrative Assistant 28 Learning Facilitator 1 1 Learning Consultant 1 1 Administrative Staff Professional 1 1 Rescruitment Professional 2 2 Rescruitment Professional 3 3 Rescruitment Professional 3 4 Rescruitment Professional 4 4 Rescruitment Professional 4 5 Rescruitment Professional 4 6 Rescruitment Professional 4 7 Rescruitment Professional 4 8 Rescruitment Professional 6 8 Rescruitment Professional 8 1 Rescruitment Professional 8 1 Rescruitment Professional 9 1 Rescruitment Relations Professional 9 1 Rescruitment Rescruitment Professional 9 1 Rescruitment Rescruitment Professional 9 1 Rescruitment Rescruitment	Human Resources		
Business Operations Specialist Compensation Professional Employee & Labor Relations Prof HR Delivery Manager 2 Human Resources Partner 3 Human Resources Partner 3 Human Resources Professional 1 Tres Partner 3 Human Resources Professional 1 Tamagement Consultant 1 Recruitment Professional 1 Tech Sales Spec Non-Incentive 1 Deal Facilitator 1 Fufillment Professional 2 Executive Administrative Assistant 2 Learning Facilitator 3 Learning Consultant 4 HR Service Administrative Assistant 4 Learning Facilitator 1 HR Service Administrative Assistant 1 Reservice Administrative Staff Professional 1 HR Service Administrator 1 Ha Service Administrator 1 Ha Service Administrator 1 Ha Service Administrator 1 He Hander Administrative Assistant 1 He Hander Administrative Manager 1 He Hander Administrative Manager 1 Legal Contract Engagement Professional 1 Legal Totale 1 Legal Totale 1 Harketing & Communication Totale 1 Harketing & Communication	Human Resources		
Compensation Professional 2 Employee & Labors Relations Prof 1 HR Delivery Manager 2 2 Human Resources Partner 3 3 Human Resources Professional 19 2 1 1 Management Consultant 1 1 1 1 1 1 1 1 1	Business Analyst	1	
Employee & Labor Relations Prof 1	Business Operations Specialist	1	
Employee & Labor Relations Prof	Compensation Professional	2	
HR Delivery Manager		1	
Human Resources Partner 3			
Human Resources Professional 19 19 11 11 11 11 12 11 13 13			
IT Management Consultant 1 Recrutment Professional 3 1 1 1 1 1 1 1 1 1			2
Recruitment Professional 1	The state of the s	error control of the party of the control of the co	
Tech Sales Spec Non-Incentive 1 Deal Facilitator 1 Pulfillment Professional 1 Executive Administrative Assistant 28 Learning Facilitator 3 Learning Facilitator 1 Administrative Staff Professional 9 HR Service Administrator 12 Measurements & Reporting Analyst 1 Safety / IH Specialist 1 Learning Operations Specialist 2 Benefits Professional 4 Workforce Management Professional 4 Medical Specialist - Physician 1 Administration Manager 1 Business & Tech Leadership Prof 1 Human Resources Totale 103 2 Legal 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale 9 1			
Deal Facilitator	The Control of the Co		
Fulfillment Professional 1	Charles to the charles of the charle	and the production is a second contract of the contract of	
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 Legal 103 2 Legal 103 2 Legal 103 2 Legal 1 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale 9 1<			
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 Legal 103 2 Legal 1 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Marketing & Communication 1 1 Marketing & Communication 2 2 Marketing & Communication 2 2 Extern			
Learning Consultant 1 Administrative Staff Professional 9 HR Service Administrator 12 Measurements & Reporting Analyst 1 Safety / HI Specialist 1 Learning Operations Specialist 2 Benefits Professional 4 Medical Specialist - Physician 1 Administration Manager 1 Business & Tech Leadership Prof 1 Human Resources Totale 103 2 Legal 103 2 Legal 1 1 Legal 1 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale 9 1 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication 2 2 External Relations Professiona			
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 Legal 103 2 Legal 1 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication 4 1 Marketing & Communication 2 2 Marketing & Communication 2 2 External Relations Professional 2 2<			
HR Service Administrator 12 Measurements & Reporting Analyst 1 Safety / IH Specialist 2 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 Legal 103 2 Legal 103 2 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale			
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 Legal 103 2 Legal 1 1 Contract Engagement Advisor 1 1 Financial Analyst 1 1 General Lawyer 5 5 Security Professional 1 1 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication 4 1 Marketing & Communication 4 1 External Relations Professional 26 2 Portfolio Marketing Professional 26 2 Portfolio Marketing Professional 26 2 Workforce & Field	The state of the s		
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 Legal 103 2 Legal 1 1 1 Legal Contract Engagement Advisor 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	THE PROPERTY OF THE PROPERTY O		
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 1 <t< td=""><td></td><td>AND DESCRIPTION OF THE PERSON OF THE PERSON</td><td></td></t<>		AND DESCRIPTION OF THE PERSON	
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 1 <td< td=""><td></td><td></td><td></td></td<>			
Medical Specialist - Physician 1 Administration Manager 1 Business & Tech Leadership Prof 1 Human Resources Totale 103 2 Human Resources Totale 103 2 Legal 1 3 2 Legal 2 1		the second secon	
Administration Manager 1 Business & Tech Leadership Prof 103 Human Resources Totale 103 2 Human Resources Totale 103 2 Legal 1 1 1 Legal 1			
Business & Tech Leadership Prof 1 Human Resources Totale 103 2 Legal 103 2 Legal			
Human Resources Totale 103 2 Human Resources Totale 103 2 Legal		- It is the like of the college of t	
Legal	Business & Tech Leadership Prof		
Legal Legal Contract Engagement Advisor 1 Financial Analyst 1 1 Financial Analyst 5 5 Security Professional 1 4 Administrative Staff Professional 1 4 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication 8 1 Marketing & Communication 26 2 External Relations Professional 4 1 Performance Marketing Professional 26 2 Portfolio Marketing Professional 24 Executive Administrative Assistant 1 4 Market Mgmt Market Segment Manager 1 4 Workforce & Field Enablement Prof 2 2 Market Mgmt Channel Enablement Prof 5 3 Marketing & Communication Totale 65 3 Marketing & Communication Totale 65 3 Marketing & Communication Totale 65 3 Procurement 2 <td< td=""><td>Human Resources Totale</td><td></td><td></td></td<>	Human Resources Totale		
Legal			2
Contract Engagement Advisor	Legal		
Financial Analyst 1	Legal		
General Lawyer 5 Security Professional 1 Administrative Staff Professional 1 Legal Totale 9 1 Legal Totale 9 1 Marketing & Communication **** **** **** **** **** **** **** **** **** **** **** **** **** **** **** **** *** ****	Contract Engagement Advisor	1	
General Lawyer 5 Security Professional 1 Administrative Staff Professional 1 Legal Totale 9 1 Legal Totale 9 1 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 *** Marketing & Comm Operations Prof 1 *** Marketing & Communication Totale 65 3 Marketing & Communication Totale 65 3 Procurement *** *** Procurement 2 1 Procurement Professional 1 *** Procurement Tactical Sourcing Prof 2 1 Full Illiment Professi		1	1
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 *** Marketing & Comm Operations Prof 1 *** Marketing & Communication Totale 65 3 Marketing & Communication Totale 65 3 Procurement 2 1 Procurement Professional 1 *** Procurement Tactical Sourcing Prof 2 1 Full Illiment Professional 1 ***		5	
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 & Comm Operations Prof 5 Procurement Procurement Procurement Procurement Procurement Procurement Procurement Professional 1 Procurement Professional 22 1 Procurement Professional 22 1 Procurement Professional 22 1 Procurement Professional 3 1 Global Trade Compliance Coordinator 1 Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 Procurement Totale 30 4	Security Professional	1	
Legal Totale91Legal Totale91Marketing & CommunicationExternal Relations Professional41External Relations Professional262Performance Marketing Professional24Executive Administrative Assistant1Market Mgmt Market Segment Manager1Workforce & Field Enablement Prof2Market Mgmt Channel Enablement Prof5Market Development & Insights Professional1Marketing & Comm Operations Prof1Marketing & Communication Totale653Marketing & Communication Totale653ProcurementProcurementProcurement Totale21Procurement Tactical Sourcing Prof21Fulfillment Professional21Global Trade Compliance Coordinator1Supply Chain Operations Professional31Measurements & Reporting Analyst1Procurement Totale304			
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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 65 3 Procurement Procurement 22 1 Procurement Tactical Sourcing Prof 2 1 Fulfillment Professional 1 1 Global Trade Compliance Coordinator 1 1 Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 1 Procurement Totale 30 4			
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Marketing & Comm Operations Prof 1 Marketing & Communication Totale 65 3 Marketing & Communication Totale 65 3 Procurement 2 1 Procurement Professional 22 1 Procurement Tractical Sourcing Prof 2 1 Fulfillment Professional 1 1 Global Trade Compliance Coordinator 1 1 Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 1 Procurement Totale 30 4			
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Marketing & Communication Totale653ProcurementProcurement Professional221Procurement Tactical Sourcing Prof21Fulfillment Professional1Global Trade Compliance Coordinator1Supply Chain Operations Professional31Measurements & Reporting Analyst11Procurement Totale304			3
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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		22	1
Fulfillment Professional 1 Global Trade Compliance Coordinator 1 Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 1 Procurement Totale 30 4			
Global Trade Compliance Coordinator 1 Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 1 Procurement Totale 30 4	A PARAMETER AND A DESCRIPTION OF THE SAME		1
Supply Chain Operations Professional 3 1 Measurements & Reporting Analyst 1 1 Procurement Totale 30 4	The state of the s		
Measurements & Reporting Analyst 1 1 Procurement Totale 30 4			
Procurement Totale 30 4			



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RESO	150.05	
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	4	
Client Solutions Professional	1 3	2
Client Technical Architect	April 144	
Client Technical Architect Client Technical Specialist	1 4	3
Sales Specialist	1	
Solution Rep - Brand Spec SW		
Solution Rep - Brand Specialist	1 4	1 2
Solution Representative	Na St. Committee	
Solution Representative Solution Sales Manager	3	1
Solution Sales Non-Incentive		
		1
SW Sales Manager Incentive	1	
Tech Sales Spec Non-Incentive IT Specialist General Professional	2	
Solutions and IS&BD Totale	1	
Solutions and IS&BD Totale Solutions and IS&BD Totale	24	10
	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	The state of the s	
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	ī	
Fulfillment Team Leader	2	
Infrastructure Architect	1	
Infrastructure Specialist	1	
IT Management Consultant	ī	
Project Manager	19	1
Systems Management Specialist	1	
Application Developer	2	
IT Specialist General Professional	1	
	i	
Test Specialist	····· 1	
Test Specialist Supply Chain Operations Professional		
Supply Chain Operations Professional		
Supply Chain Operations Professional Network Services Specialist	1	
Supply Chain Operations Professional Network Services Specialist Delivery Project Manager	1	
Supply Chain Operations Professional Network Services Specialist Delivery Project Manager Information Security Analyst		
Supply Chain Operations Professional Network Services Specialist Delivery Project Manager	1	7



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



	Totale	Risors
ede - Divisione - Ruolo	risorse	NAME AND CONTROL OF CO
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	î
Intesa SanPaolo and Eni-Snam))
Client Representative	1	
Intesa SanPaolo and Eni-Snam Totale	-	
Global Markets Totale	2	1
GTS	the thirt is	- ·
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	77.77917110.0000
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 Mant Incentive		
Service Integration Leader	1	
Solution Representative	3	
Solution Sales Non-Incentive	2	
Technical Solution Architect	6	
Technical Solution Manager	8	
Transition Manager	11	
Systems Management Specialist	5	
Technical Services General Prof	4	1
The second secon	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	and the second of the second o	
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	
luman Resources Totale	2	
Solutions and IS&BD		
Solutions and IS&BD		
Project Manager	1	
Solution Manager	1	
	1	1
Solution Representative	1	
Solution Sales Non-Incentive		1
Solution Sales Non-Incentive Solutions and IS&BD Totale	4	-
Solution Sales Non-Incentive Solutions and IS&BD Totale Solutions and IS&BD Totale		1
Solution Sales Non-Incentive Solutions and IS&BD Totale Solutions and IS&BD Totale Systems HW	4	
Solution Sales Non-Incentive Solutions and IS&BD Totale Solutions and IS&BD Totale Systems HW Support	4	
Solution Sales Non-Incentive Solutions and IS&BD Totale Solutions and IS&BD Totale Systems HW	4	



and Total	3952	215
rnaredo -MI Totale	2	NO.
IS Totale	2	
Data Center Specialist	2	
IS		
ornaredo -MI GTS		
schiera Borromeo Totale	1 28	100000
Stragetgy & Sales Operations Totale Stragetgy & Sales Operations Totale		
IBM Sales Model Professional	1	
Stragetgy & Sales Operations		
Stragetgy & Sales Operations	28	1
Cloud Application Innovation Totale GBS Totale	28	1
Database Administrator	3	
Project Administrator	i	1
Test Specialist	11	
Technical Team Leader	1	
IT Management Consultant Package Consultant	1	
Infrastructure Specialist	1	
Financial Analyst	<u>_</u>	
Business Operations Professional	5 1	
Application Consultant Business Analyst	1	
Application Architect	1	
Cloud Application Innovation		
GBS		and the state of
Peschiera Borromeo		
GTS Totale ro - MI Totale	1	-
IS Totale	1	
Systems Administrator	1	
IS		
Pero - MI GTS		8538981
lano Pero Totale	4	HOUSE
GTS Totale	4	
IS Totale	4	
Facility Management Specialist	2	
Infrastructure Specialist Real Estate / Facilities Admin Prof		
IS Infractructure Specialist		
GTS		
Milana Pero		No.
ettimo Milanese Totale	13	
GTS Totale	13	1 1
IS Totale	1 13	1
Network Support Specialist	7	
Server Support Specialist	4	
Infrastructure Specialist Project Manager	<u> </u>	
IS Infractivitative Considiration		
GTS		
Settlimo Milanese		
ilano Cascia Totale	Ž	NO SAN
GTS Totale		
IS Totale	. 1	
Support Center Representative	2	
Technical Services Professional Systems Administrator	1	
IS Table 100		
GTS CARACTER TRANSPORT TO THE PROPERTY OF THE		And the last of
Milano Cascia	376	1.5
Stragetgy & Sales Operations Totale	7	2
Asset Management Totale Strangton & Sales Operations Totals	to minor more than the same	
Asset Management Analyst	2	
Asset Management	***************************************	
Quote to Cash transf. Totale	1	***********
Supply Chain Operations Professional		
Quote to Cash Totale Quote to Cash transf.	4	2
Customer Relationship Representative	1	
Deal Facilitator	1	1
Deal Coultrain	2	1
Financial Analyst		
Quote to Cash Financial Analyst		
Financial Analyst	risorse	esul

