Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
BARI	CONSULTING	Cluster Commercial	Application Architect - Consulting Architect		1
		Cluster Commercial Totale			1
		Cluster FSS	Industry Consultant - Industry & Domain Consulting		1
		Cluster FSS Totale			1
		Platform BTS	Application Architect - Consulting Architect		3
			Application Developer - Application Programmer		1
			Package Consultant - Application Consulting		1
		Platform BTS Totale			5
		Platform HCS	Application Architect - Consulting Architect		14
			Application Consultant - Application Consulting		4
			Application Developer - Application Programmer	2	7
			Business Analyst - Information Technology		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Complex Project Manager - Industry & Domain Consulting		1
			Project Manager - Project Manager/Project Executive		4
			Test Specialist - Information Technology		1
		Platform HCS Totale		2	33
	CONSULTING Totale			2	40
	STAFF	HR	Workforce Skills & Analytics Professional - Human Resources		1
		HR Totale			1
	STAFF Totale				1
	TECHNOLOGY	Data AI&Automation	Brand Sales Specialist - Technology Sales		1
		Data AI&Automation Totale			1
		Ecosystem	Partner Recruitment Leader - Technology Sales		1
		Ecosystem Totale			1
		Technology Cross Brand	IT Management Consultant - Industry & Domain Consulting		1
		Technology Cross Brand Totale			1
	TECHNOLOGY Totale				3
	TLS	Field Delivery	System Services Representative - Product Services		3
		Field Delivery Totale			3
	TLS Totale				3
BARI Totale				2	47
BOLOGNA	CONSULTING	Cluster Public	Solution Representative - Consulting Sales		1
		Cluster Public Totale			1
		Platform BTS	Application Architect - Consulting Architect		1
			Package Consultant - Application Consulting		2
			Project Manager - Project Manager/Project Executive		1
		Platform BTS Totale			4
		Platform HCS	Application Architect - Consulting Architect		1
			Application Developer - Application Programmer	1	1
			Infrastructure Specialist - Information Technology		1
		Platform HCS Totale		1	3
	CONSULTING Totale			1	8
	SECURITY SERVICES	Security Services	Security Consultant - Strategy & Solutions Consulting		1
		Security Services Totale			1
	SECURITY SERVICES Totale				1
	TECHNOLOGY	Customer Success Manager	Customer Success Manager Architect - Sales Engineering		1
		Customer Success Manager Totale			1
		Data AI&Automation	Brand Sales Specialist - Technology Sales		2
			Holding Code Digital Sales - Digital Sales Non-Incentive		1
		Data AI&Automation Totale			3
		Digital Sales	Digital Sales Specialist - Digital Sales		1
		Digital Sales Totale			1
		Ecosystem	Dealmaker - Sales - Technology Sales		1
		Ecosystem Totale			1
		Infrastructure	Brand Partner Specialist - Territory - Technology Sales		2
			Brand Sales Specialist - Technology Sales		2
		Infrastructure Totale			4
		Security Software	DevOps Engineer - Information Technology		1
		Security Software Totale			1
		Sustainability Software	Brand Sales Specialist - Technology Sales		1
		Sustainability Software Totale			1
		Technical Sales	Brand Technical Specialist - Sales Engineering		1
			Partner Technical Specialist - Partner - Sales Engineering		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Partner Technical Specialist - Territory - Sales Engineering		1
		Technical Sales Totale			3
		Technology Cross Brand	Application Architect - Consulting Architect		3
			Back-End Developer - Software Development		1
			Software Test Specialist - Software Development		1
			Technical Support Professional - Software Development		1
		Technology Cross Brand Totale			6
		zStack	Brand Sales Specialist - Technology Sales		1
		zStack Totale			1
	TECHNOLOGY Totale				22
	TLS	Client Management	Project Manager - Project Manager/Project Executive		1
		Client Management Totale			1
		Field Delivery	Delivery Manager - Project Manager/Project Executive		1
			Remote Technical Support - Product Services	1	1
			System Services Representative - Product Services	2	13
			Technical Specialist Professional - Information Technology		1
			Technical Support Representative - Product Services		1
		Field Delivery Totale		3	17
		Transformation	Delivery Project Manager - Project Manager/Project Executive	1	1
		Transformation Totale		1	1
	TLS Totale			4	19
BOLOGNA Totale				5	50
MILANO - CORNAREDO	TECHNOLOGY	Infrastructure	Asset Management Analyst - Supply Chain		2
			Business Operations Professional - Administration		1
			Computer Operator - Technical Services		5
			Data Center Specialist - Technical Services		3
			Supply Chain Management Professional - Supply Chain		1
			Systems Support Specialist - Technical Services		5
			Team Leader - Technical Services		1
		Infrastructure Totale			18
	TECHNOLOGY Totale				18
MILANO - CORNAREDO Totale					18
MILANO - IBM STUDIOS	CONSULTING	Platform BTS	Application Architect - Consulting Architect		3
			Application Consultant - Application Consulting		6
			Data Consultant - Strategy & Solutions Consulting		2
			Designer - Software Development		2
			Experience Architect - Consulting Architect		1
			Experience Consultant - Strategy & Solutions Consulting		3
			Solution Architect - Consulting Architect		1
			Strategy Consultant - Strategy & Solutions Consulting		3
		Platform BTS Totale			21
		Strategic Sales	Project Manager - Project Manager/Project Executive		1
		Strategic Sales Totale			1
	CONSULTING Totale				22
MILANO - IBM STUDIOS Totale					22
MILANO - SEGRATE	CONSULTING	Cluster Commercial	Application Architect - Consulting Architect		15
			Application Consultant - Application Consulting		5
			Application Database Administrator - Information Technology		3
			Business Analyst - Information Technology		9
			Business Sales & Delivery Executive - Industry & Domain Consulting		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Industry Consultant - Industry & Domain Consulting		13
			Project Administrator - Project Manager/Project Executive		2
			Project Manager - Project Manager/Project Executive		10
			Solution Architect - Consulting Architect		1
			Test Specialist - Information Technology		4
		Cluster Commercial Totale			64
		Cluster FSS	Business Sales & Delivery Executive - Industry & Domain Consulting		1
			Business Transformation Consultant - Industry & Domain Consulting		2
			Industry Consultant - Industry & Domain Consulting		5
			Project Manager - Project Manager/Project Executive		3

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Solution Architect - Consulting Architect		1
		Cluster FSS Totale			12
		Cluster Public	Industry Consultant - Industry & Domain Consulting		1
		Cluster Public Totale			1
		Delivery Excellance	Business Advisor - Enterprise Operations		1
			Business Operations Professional - Administration		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Measurements & Reporting Analyst - Project Manager/Project Executive		1
			Project Manager - Project Manager/Project Executive		1
		Delivery Excellance Totale			5
		Leadership Team	Business Transformation Consultant - Industry & Domain Consulting		1
		Leadership Team Totale			1
		Platform BTS	Application Architect - Consulting Architect		26
			Application Developer - Application Programmer		1
			Business Sales & Delivery Executive - Industry & Domain Consulting		1
			Business Transformation Consultant - Industry & Domain Consulting		54
			Data Engineer - Application Consulting		3
			Data Scientist - Data Scientist		7
			Industry Consultant - Industry & Domain Consulting		1
			Package Consultant - Application Consulting		77
			Project Administrator - Project Manager/Project Executive		1
			Project Manager - Project Manager/Project Executive		8
			Solution Architect - Consulting Architect		3
		Platform BTS Totale			182
		Platform HCS	Application Architect - Consulting Architect		19
			Application Consultant - Application Consulting		11
			Application Developer - Application Programmer	7	14
			Associate Partner Business Sales & Delivery Executive Unicredit Client - Industry & Domain Consulting		1
			Business Analyst - Information Technology		8
			Business Transformation Consultant - Industry & Domain Consulting		2
			Complex Project Manager - Industry & Domain Consulting		2
			Enterprise Architect - Consulting Architect		2
			General Other Consultant - Consulting Sales		1
			General Other Solution Sales - Sales Effectiveness & Support		1
			Package Specialist - Information Technology		11
			Project Administrator - Project Manager/Project Executive		6
			Project Manager - Project Manager/Project Executive		21
			Solution Architect - Consulting Architect		1
			Strategy Consultant - Strategy & Solutions Consulting		1
			Technical Solution Manager Incentive - Tech Sols Manager		2
			Technical Specialist General Professional - Information Technology		1
			Test Specialist - Information Technology		2
		Platform HCS Totale		7	106
		Promontory	Strategy Consultant - Strategy & Solutions Consulting		5
		Promontory Totale			5
		Strategic Sales	Industry Consultant - Industry & Domain Consulting		1
		Strategic Sales Totale			1
		WFM	Business Programs Manager - Enterprise Operations		1
			Learning Consultant - Human Resources		6
			Project Staffing Professional - Enterprise Operations		1
			Workforce Management Professional - Enterprise Operations		2
		WFM Totale			10
	CONSULTING Totale			7	387
	SECURITY SERVICES	Security Services	Brand Sales Specialist - Technology Sales		1
			Client Technical Architect - Sales Engineering		1
			People Manager - Enterprise Operations		2
			Project Manager - Project Manager/Project Executive		5
			Security Architect - Consulting Architect		6
			Security Consultant - Strategy & Solutions Consulting		11
			Security Services Specialist - Information Technology		20
		Security Services Totale			46
	SECURITY SERVICES Totale				46
	STAFF	Admin	Administrative Staff Professional - Administration	1	2
			Executive Administrative Assistant - Administration	1	14
			Fulfillment Professional - Supply Chain		1
		Admin Totale		2	17
		CIO	Application Architect - Consulting Architect		2

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Application Developer - Application Programmer		2
			Business Analyst - Information Technology	4	15
			Business Architect - Consulting Architect		1
			Business Operations Professional - Administration		1
			Financial Analyst - Finance		2
			Infrastructure Specialist - Information Technology		1
			Project Manager - Project Manager/Project Executive		11
			Software Release Manager - Software Development		1
			Technical Support Professional - Software Development		1
		CIO Totale		4	37
		Enterprise Operation	Brand Sales Specialist - Technology Sales		1
			Business Advisor - Enterprise Operations		6
			Business Operations Professional - Administration		7
			Business Planning Advisor - Finance	1	1
			Business Programs Manager - Enterprise Operations		2
			Fulfillment Team Leader - Supply Chain	1	1
			Incentives Professional - Finance	1	1
			Process Excellence & Transformation Professional - Enterprise Operations	1	1
			Sales Execution & Management Professional - Enterprise Operations		1
			Software Release Manager - Software Development		1
			Supply Chain Operations Professional - Supply Chain		1
		Enterprise Operation Totale		4	23
		Finance	Accounting Analyst - Finance		12
			Associate Business Planning Analyst - Finance		3
			Business Controls Professional - Finance		1
			Business Operations Professional - Administration	1	1
			Business Planning Advisor - Finance		4
			Business Planning Analyst - Finance	2	13
			Complex Transaction Pricing - Finance		1
			Financial Analyst - Finance	2	4
			General Other Solution Sales - Sales Effectiveness & Support		1
			Internal Auditor/Investigator - Finance	1	2
			Pricing & Investment Specialist - Finance		1
			Project Manager - Project Manager/Project Executive		1
			Security Architect - Consulting Architect		1
			Tax Professional - Finance		3
		Finance Totale		6	48
		HR	Benefits Professional - Human Resources		2
			Compensation Professional - Human Resources		2
			Compliance Audit & Risk Assurer - Enterprise Operations		1
			Data Scientist - Data Scientist		1
			Diversity Professional - Human Resources	1	2
			Employee & Labor Relations Professional - Human Resources		1
			HR Business Development Professional - Human Resources		1
			HR Delivery Manager - Human Resources	1	2
			HR Services Administrator - Human Resources	1	7
			HR Services Professional - Human Resources	2	6
			HR Strategic Business Unit Partner - Human Resources		5
			Human Resources Professional - Human Resources		6
			Learning Facilitator - Human Resources		1
			Learning Portfolio & Project Management - Human Resources		1
			Medical Specialist-Nurse - Medical Professionals		1
			Package Specialist - Information Technology		1
			Project Manager - Project Manager/Project Executive		1
			Recruitment Professional - Human Resources	1	3
			Safety/IH Specialist - Manufacturing Engineers		1
			Talent Acquisition Partner - Human Resources		2
			Talent Solutions Professional - Human Resources		1
		HR Totale		6	48
		Legal & Gov. Program	Administrative Staff Professional - Administration		1
			Lawyer - Legal		8
			Project Manager - Project Manager/Project Executive		1
			Security Professional - Corporate Security & Real Estate		1
		Legal & Gov. Program Totale			11
		Marketing & Communication	Brand Professional - Marketing		1
			Cross Communications Professional - Communications		1
			Demand Generation Professional - Marketing	2	3
			Digital Professional - Marketing		2
			Event & Experience Marketing Professional - Marketing		5
			External Relations Professional - Communications		1
			Field Marketing Professional - Marketing		11

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			IBM Innovation Studio Professional - Marketing		7
			IBMer Communications Professional - Communications		1
			Marketing Operations Professional - Marketing		1
			Social Marketing Professional - Marketing	1	2
			Software Release Manager - Software Development		1
		Marketing & Communication Totale		3	36
		Procurement	Procurement Professional - Supply Chain		2
			Procurement Sourcing Professional - Supply Chain		11
			Trade Compliance Professional - Supply Chain		1
		Procurement Totale			14
		Quote to cash	Accounts Receivable Collections Specialist - Supply Chain		2
			Accounts Receivable Professional - Supply Chain	1	5
			Asset Management Analyst - Supply Chain	1	2
			Business Planning Analyst - Finance		1
			Contract Engagement Advisor - Contract/Negotiation		3
			Deal Facilitator - Enterprise Operations	4	4
			Enterprise Enablement Professional - Enterprise Operations		1
			Fulfillment Professional - Supply Chain	2	2
			Fulfillment Team Leader - Supply Chain		1
			People Manager - Enterprise Operations		2
			Quote to Cash Professional - Enterprise Operations	18	29
			SPO Professional - Enterprise Operations	1	1
			Supply Chain Operations Professional - Supply Chain		2
		Quote to cash Totale		27	55
		Reso	Associate Business Planning Analyst - Finance		1
			Business Controls Professional - Finance		1
			Real Estate Facilities Operations Professional - Corporate Security & Real Estate		5
		Reso Totale			7
	STAFF Totale			52	296
	TECHNOLOGY	Customer Success Manager	Customer Success Manager Architect - Manager - Sales Engineering Management		1
			Customer Success Manager Architect - Sales Engineering		12
			General Other Technical Sales Architect - Consulting Architect		1
		Customer Success Manager Totale			14
		Data AI&Automation	Brand Partner Specialist - Territory - Technology Sales		2
			Brand Sales Specialist - Technology Sales		7
			General Other Sales - Sales Effectiveness & Support		1
			Partner Brand Sales Specialist - Technology Sales		2
		Data AI&Automation Totale			12
		Digital Sales	Brand Solution Specialist - Solution Sales Incentive		1
			Digital Sales - Digital Sales		1
			Digital Sales Manager - Technology Sales Management		2
			Digital Sales Specialist - Digital Sales		6
		Digital Sales Totale			10
		Ecosystem	Business Controls Professional - Finance		1
			Dealmaker - Sales - Technology Sales		1
			General Other Sales - Sales Effectiveness & Support		2
			ISV Partner Specialist - Technology Sales		2
			Partner Recruitment Leader - Technology Sales		3
			Partner Technical Specialist - Partner - Sales Engineering		1
			Partner Technical Specialist - Territory - Sales Engineering		1
			Technology Business Development Executive - Strategy & Business Development		1
			Technology Partner Specialist - Technology Sales		4
		Ecosystem Totale			16
		Infrastructure	Brand Partner Specialist - Partner - Technology Sales		2
			Brand Partner Specialist - Territory - Technology Sales		11
			Brand Sales Manager - Technology Sales Management		1
			Brand Sales Specialist - Technology Sales		17
			Brand Technical Specialist - Sales Engineering		1
			Client Representative - Technology Sales		1
			General Other Solution Sales - Sales Effectiveness & Support		1
			Licensing Specialist - Technology Sales		1
			Service Planning Representative - Product Services		1
			System Services Representative - Product Services		1
		Infrastructure Totale			37
		Security Software	Brand Partner Specialist - Partner - Technology Sales		1
			Brand Sales Specialist - Technology Sales		2
			DevOps Engineer - Information Technology		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Security Consultant - Strategy & Solutions Consulting		1
			Security Professional - Corporate Security & Real Estate		1
		Security Software Totale			6
		Sustainability Software	Brand Partner Specialist - Partner - Technology Sales		3
			Brand Partner Specialist - Territory - Technology Sales		1
		Sustainability Software Totale			4
		Technical Sales	Account Technical Leader - Sales Engineering		4
			Brand Technical Specialist - Sales Engineering		32
			Brand Technical Specialist Manager - Sales Engineering Management		2
			Client Engineering - Data Scientist - Sales Engineering		5
			Client Engineering - Designer - Sales Engineering		7
			Client Engineering - Solution Architect - Sales Engineering		2
			Client Engineering - Technology Engineer - Sales Engineering		6
			Client Engineering - Business Technology Leader - Sales Engineering		4
			Customer Success Manager Architect - Sales Engineering		1
			General Other Sales - Sales Effectiveness & Support		2
			General Other Technical Sales Architect - Consulting Architect		1
			General Other Technical Sales Specialist - Information Technology		1
			Partner Technical Specialist - Partner - Sales Engineering		3
			Partner Technical Specialist - Territory - Sales Engineering		14
			Technical Support Professional - Software Development		20
		Technical Sales Totale			104
		Technology Cross Brand	Appl Integration & Middleware Solutions Specialist - Information Technology		2
			Appl Integration & Middleware Support Specialist - Information Technology		1
			Application Architect - Consulting Architect		1
			Application Consultant - Application Consulting		8
			Back-End Developer - Software Development		1
			Brand Sales Specialist - Technology Sales		4
			Brand Technical Specialist - Sales Engineering		1
			Business Advisor - Enterprise Operations		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Client Representative - Technology Sales		1
			Data Scientist - Data Scientist		1
			Dealmaker - Sales - Technology Sales		3
			Designer - Software Development		1
			DevOps Engineer - Information Technology		2
			Digital Representative Non-incentive - Digital Sales Non-Incentive		1
			Digitization Specialist - Digital Sales		7
			General Other Technical Sales Architect - Consulting Architect	1	2
			Global Sales Coverage Professional - Enterprise Operations	1	1
			IT Management Consultant - Industry & Domain Consulting		11
			Learning Consultant - Human Resources	1	1
			Licensing Specialist - Technology Sales		3
			Measurements & Reporting Analyst - Project Manager/Project Executive	1	1
			Offering Manager - Offering Management		2
			Operations Architect - Consulting Architect		1
			Package Consultant - Application Consulting		1
			Professional Incentive - Technology Sales		1
			Project Manager - Project Manager/Project Executive		5
			Sales Enablement & Skills Professional - Sales Effectiveness & Support	1	1
			Server Support Specialist - Information Technology		1
			Social Marketing Professional - Marketing		1
			Software Architect - Software Development		1
			SPO Professional - Enterprise Operations	1	1
			System Services Representative - Product Services		1
			Systems Management Specialist - Information Technology	1	1
			Technical Services Professional - Technical Services		1
			Technical Support Professional - Software Development		17
			Technology Seller - Technology Sales		4
		Technology Cross Brand Totale		7	94
		zStack	Brand Sales Specialist - Technology Sales		8
			Brand Technical Specialist - Sales Engineering		15
			Business Advisor - Enterprise Operations		1
			Project Manager - Project Manager/Project Executive		2
		zStack Totale			26
	TECHNOLOGY Totale			7	323
	TLS	Client Management	Client Availability Leader - Product Services	1	2
			Delivery Manager - Project Manager/Project Executive		1
			Delivery Project Executive - Project Manager/Project Executive		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Delivery Project Manager - Project Manager/Project Executive		1
			Process Engineering Professional - Manufacturing Engineers	1	1
			Project Manager - Project Manager/Project Executive		10
			Service Delivery Manager - Project Manager/Project Executive		1
			Service Planning Representative - Product Services		1
			System Services Representative - Product Services	1	1
			Technical Team Leader - Product Services	1	1
		Client Management Totale		4	20
		Field Delivery	Client Availability Leader - Product Services		1
			Delivery Manager - Project Manager/Project Executive		6
			Service Planning Representative - Product Services	1	1
			Support Center Representative - Product Services	1	1
			System Services Representative - Product Services	5	48
			Technical Services Professional - Technical Services		6
			Technical Support Professional - Software Development		6
			Technical Support Representative - Product Services	1	7
		Field Delivery Totale		8	76
		TLS Emea Delivery Transformation	Client Technical Specialist - Sales Engineering		1
			CRM Delivery Cust Svc Mgr - Delivery Services		1
			People Manager - Enterprise Operations		1
		TLS Emea Delivery Transformation Totale			3
		Transformation	Delivery Manager - Project Manager/Project Executive		1
			Process Engineering Professional - Manufacturing Engineers	4	4
			Product Engineering Professional - Hardware Development	1	1
			Program Manager - Project Manager/Project Executive	1	3
			Service Planning Representative - Product Services	2	2
			Supply Chain Professional - Supply Chain		1
			Systems Support Specialist - Technical Services		1
		Transformation Totale		8	13
	TLS Totale			20	112
MILANO - SEGRATE Totale				86	1164
NAPOLI	CONSULTING	Cluster Commercial	Application Architect - Consulting Architect		1
		Cluster Commercial Totale			1
		Platform BTS	Application Architect - Consulting Architect		3
			Application Developer - Application Programmer		1
			Package Consultant - Application Consulting		1
			Project Manager - Project Manager/Project Executive		1
		Platform BTS Totale			6
		Platform HCS	Application Architect - Consulting Architect		11
			Application Consultant - Application Consulting		2
			Application Developer - Application Programmer		4
			Project Administrator - Project Manager/Project Executive	1	1
			Project Manager - Project Manager/Project Executive		2
			Solution Consultant - Sales Effectiveness & Support		1
			Test Specialist - Information Technology	1	1
		Platform HCS Totale		2	22
		WFM	Workforce Management Professional - Enterprise Operations		1
		WFM Totale			1
	CONSULTING Totale			2	30
	STAFF	CIO	Application Architect - Consulting Architect		1
		CIO Totale			1
	STAFF Totale				1
	TECHNOLOGY	Infrastructure	Brand Partner Specialist - Territory - Technology Sales		1
		Infrastructure Totale			1
		Technology Cross Brand	Application Consultant - Application Consulting		1
			Digital Representative Non-incentive - Digital Sales Non-Incentive		1
			General Other Industry Sales - Sales Effectiveness & Support		1
			General Other Sales - Sales Effectiveness & Support		1
			Technical Support Professional - Software Development		1
		Technology Cross Brand Totale			5
	TECHNOLOGY Totale				6
	TLS	Field Delivery	System Services Representative - Product Services		3
		Field Delivery Totale			3
		Transformation	Program Manager - Project Manager/Project Executive	1	1
			Supply Chain Professional - Supply Chain		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
		Transformation Totale		1	2
	TLS Totale			1	5
NAPOLI Totale				3	42
PADOVA	CONSULTING	Platform BTS	Application Architect - Consulting Architect		2
			Package Consultant - Application Consulting		3
		Platform BTS Totale			5
		Platform HCS	Application Architect - Consulting Architect		4
			Application Consultant - Application Consulting		1
			Application Developer - Application Programmer	1	4
			Business Analyst - Information Technology		1
			Project Administrator - Project Manager/Project Executive	1	1
			Project Manager - Project Manager/Project Executive		3
			Solution Architect - Consulting Architect		2
			Technical Services Professional - Technical Services		1
		Platform HCS Totale		2	17
		WFM	Workforce Management Professional - Enterprise Operations		1
		WFM Totale			1
	CONSULTING Totale			2	23
	SECURITY SERVICES	Security Services	Security Architect - Consulting Architect		2
			Security Consultant - Strategy & Solutions Consulting		1
			Security Services Specialist - Information Technology		2
		Security Services Totale			5
	SECURITY SERVICES Totale				5
	TECHNOLOGY	Data AI&Automation	Brand Sales Manager - Technology Sales Management		1
		Data AI&Automation Totale			1
		Infrastructure	Brand Partner Specialist - Territory - Technology Sales		3
			Brand Sales Specialist - Technology Sales		1
			General Other Solution Sales - Sales Effectiveness & Support		1
		Infrastructure Totale			5
		Technical Sales	Brand Technical Specialist - Sales Engineering		2
		Technical Sales Totale			2
		Technology Cross Brand	Technology Seller - Technology Sales		1
		Technology Cross Brand Totale			1
	TECHNOLOGY Totale				9
	TLS	Client Management	Delivery Manager - Project Manager/Project Executive		1
			Technical Services Professional - Technical Services		1
		Client Management Totale			2
		Field Delivery	Infrastructure Specialist - Information Technology		1
			System Services Representative - Product Services		11
			Technical Support Representative - Product Services	2	2
		Field Delivery Totale		2	14
		Transformation	Supply Chain Management Professional - Supply Chain		1
		Transformation Totale			1
	TLS Totale			2	17
PADOVA Totale				4	54
REGGIO EMILIA	STAFF	Marketing & Communication	Content Professional - Marketing		1
			Product Marketer - Marketing		2
		Marketing & Communication Totale			3
	STAFF Totale				3
	TECHNOLOGY	Data AI&Automation	Solution Representative - Consulting Sales		1
		Data AI&Automation Totale			1
		Technology Cross Brand	Back-End Developer - Software Development		1
			Data Scientist - Data Scientist		1
			Front-End Developer - Software Development		2
			Product Manager - Offering Management		5
			QA/Test Developer - Software Development		1
			Software Developer - Software Development		6
		Technology Cross Brand Totale			16
	TECHNOLOGY Totale				17
REGGIO EMILIA Totale					20
ROMA - FIERA	CONSULTING	Cluster Commercial	Business Sales & Delivery Executive - Industry & Domain Consulting		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Complex Project Manager - Industry & Domain Consulting		1
			Industry Consultant - Industry & Domain Consulting		1
			Project Manager - Project Manager/Project Executive		1
		Cluster Commercial Totale			4
		Cluster FSS	Application Architect - Consulting Architect		1
			Business Sales & Delivery Executive - Industry & Domain Consulting		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Industry Consultant - Industry & Domain Consulting		2
		Cluster FSS Totale			5
		Cluster Public	Application Consultant - Application Consulting		1
			Industry Consultant - Industry & Domain Consulting		1
			Professional Incentive - Technology Sales		1
			Project Manager - Project Manager/Project Executive		1
			Solution Representative - Consulting Sales		4
		Cluster Public Totale			8
		Delivery Excellance	Quality Assurance Professional - Project Manager/Project Executive		1
		Delivery Excellance Totale			1
		Leadership Team	Business Advisor - Enterprise Operations		1
		Leadership Team Totale			1
		Platform BTS	Application Architect - Consulting Architect		15
			Application Consultant - Application Consulting		5
			Business Transformation Consultant - Industry & Domain Consulting		22
			Data Consultant - Strategy & Solutions Consulting		4
			Data Engineer - Application Consulting		8
			Data Scientist - Data Scientist		4
			Designer - Software Development		2
			Experience Consultant - Strategy & Solutions Consulting		1
			Package Consultant - Application Consulting		30
			Project Manager - Project Manager/Project Executive		7
			Solution Architect - Consulting Architect		4
			Strategy Consultant - Strategy & Solutions Consulting		1
		Platform BTS Totale			103
		Platform HCS	Application Architect - Consulting Architect		22
			Application Consultant - Application Consulting	1	24
			Application Database Administrator - Information Technology		1
			Application Developer - Application Programmer		8
			Application Development Programmer Specialist - Application Development Specialist		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Enterprise Architect - Consulting Architect		1
			General Other Consultant - Consulting Sales		1
			Infrastructure Specialist - Information Technology	1	1
			Package Specialist - Information Technology		3
			Project Administrator - Project Manager/Project Executive	3	7
			Project Manager - Project Manager/Project Executive		23
			Technical Support Professional - Software Development	1	1
			Test Specialist - Information Technology		2
		Platform HCS Totale		6	96
		Promontory	Strategy Consultant - Strategy & Solutions Consulting		2
		Promontory Totale			2
		Strategic Sales	Business Transformation Consultant - Industry & Domain Consulting		1
			Project Manager - Project Manager/Project Executive		3
			Solution Consultant - Sales Effectiveness & Support		1
		Strategic Sales Totale			5
		WFM	Workforce Management Professional - Enterprise Operations		2
		WFM Totale			2
	CONSULTING Totale			6	227
	SECURITY SERVICES	Security Services	Brand Sales Manager - Technology Sales Management		1
			Brand Sales Specialist - Technology Sales		1
			Project Manager - Project Manager/Project Executive		3
			Security Architect - Consulting Architect		6
			Security Consultant - Strategy & Solutions Consulting		12
			Security Services Specialist - Information Technology		23
			Solution Sales Manager - Technology Sales Management		1
			SPO Professional - Enterprise Operations		2
		Security Services Totale			49
	SECURITY SERVICES Totale				49
	STAFF	Admin	Administrative Staff Professional - Administration		2

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Executive Administrative Assistant - Administration		8
			People Manager - Enterprise Operations		1
		Admin Totale			11
		Enterprise Operation	Business Advisor - Enterprise Operations		2
			Business Operations Professional - Administration	1	2
			Contract Engagement Advisor - Contract/Negotiation	1	1
			Fulfillment Team Leader - Supply Chain	1	1
		Enterprise Operation Totale		3	6
		Finance	Business Controls Professional - Finance		1
			Business Planning Analyst - Finance	1	1
			Internal Auditor/Investigator - Finance	1	1
		Finance Totale		2	3
		HR	Employee & Labor Relations Professional - Human Resources		1
			HR Strategic Business Unit Partner - Human Resources	1	1
			IBM AskHR Contact Center Representative - Human Resources		1
		HR Totale		1	3
		Legal & Gov. Program	Lawyer - Legal		1
		Legal & Gov. Program Totale			1
		Quote to cash	Accounts Receivable Professional - Supply Chain	1	3
			Deal Facilitator - Enterprise Operations	2	2
			Enterprise Enablement Professional - Enterprise Operations		1
			People Manager - Enterprise Operations		2
			Quote to Cash Professional - Enterprise Operations	9	12
		Quote to cash Totale		12	20
		Reso	Real Estate Facilities Operations Professional - Corporate Security & Real Estate		2
		Reso Totale			2
	STAFF Totale			18	46
	TECHNOLOGY	Customer Success Manager	Customer Success Manager Architect - Manager - Sales Engineering Management		1
			Customer Success Manager Architect - Sales Engineering		20
		Customer Success Manager Totale			21
		Data AI&Automation	Brand Partner Specialist - Territory - Technology Sales		2
			Brand Sales Specialist - Technology Sales		14
			General Other Sales - Sales Effectiveness & Support		1
			Technology Partner Specialist - Technology Sales		1
		Data AI&Automation Totale			18
		Digital Sales	Digital Sales Specialist - Digital Sales		3
		Digital Sales Totale			3
		Ecosystem	Partner Recruitment Leader - Technology Sales		1
			Partner Technical Specialist - Partner - Sales Engineering		2
			Technology Partner Specialist - Technology Sales		5
		Ecosystem Totale			8
		Infrastructure	Brand Partner Specialist - Partner - Technology Sales		1
			Brand Partner Specialist - Territory - Technology Sales		1
			Brand Sales Manager - Technology Sales Management		2
			Brand Sales Specialist - Technology Sales		13
		Infrastructure Totale			17
		Security Software	Brand Partner Specialist - Territory - Technology Sales		2
			Brand Sales Manager - Technology Sales Management		1
			Brand Sales Specialist - Technology Sales		5
			Security Specialist - Information Technology		1
			Software Developer - Software Development		1
		Security Software Totale			10
		Sustainability Software	Brand Partner Specialist - Territory - Technology Sales		1
			Brand Sales Specialist - Technology Sales		1
		Sustainability Software Totale			2
		Technical Sales	Account Technical Leader - Sales Engineering		7
			Brand Technical Specialist - Sales Engineering		44
			Brand Technical Specialist Manager - Sales Engineering Management		3
			Client Engineering - Data Scientist - Sales Engineering		1
			Client Engineering - Solution Architect - Sales Engineering		5
			Client Engineering - Technology Engineer - Sales Engineering		8
			Client Engineering - Business Technology Leader - Sales Engineering		4
			Client Engineering Manager - Sales Engineering Management		2
			General Other Technical Sales Specialist - Information Technology		2
			Partner Technical Specialist - Partner - Sales Engineering		3
			Partner Technical Specialist - Territory - Sales Engineering		5
			People Manager - Enterprise Operations		1
			Technical Support Professional - Software Development		6

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
		Technical Sales Totale			91
		Technology Cross Brand	Administrative Staff Professional - Administration	1	3
			Appl Integration & Middleware Solutions Specialist - Information Technology		2
			Appl Integration & Middleware Support Specialist - Information Technology		2
			Application Architect - Consulting Architect		2
			Application Consultant - Application Consulting		16
			Back-End Developer - Software Development	2	8
			Brand Sales Manager - Technology Sales Management		1
			Brand Sales Specialist - Technology Sales		8
			Business Advisor - Enterprise Operations		1
			Business Controls Professional - Finance		1
			Business Programs Manager - Enterprise Operations		1
			Business Transformation Consultant - Industry & Domain Consulting		1
			Client Technical Advisor - Consulting Architect		1
			Client Technical Architect - Sales Engineering		1
			Dealmaker - Sales - Technology Sales		4
			Delivery Manager - Project Manager/Project Executive		1
			Designer - Software Development		2
			DevOps Developer - Software Development		33
			DevOps Engineer - Information Technology		1
			Front-End Developer - Software Development		2
			General Other Sales - Sales Effectiveness & Support		1
			General Other Solution Sales - Sales Effectiveness & Support		3
			General Other Technical Sales Specialist - Information Technology		3
			Information Architect - Consulting Architect		1
			Infrastructure Architect - Consulting Architect		1
			Infrastructure Specialist - Information Technology		3
			IT Management Consultant - Industry & Domain Consulting		17
			Licensing Specialist - Technology Sales		2
			Offering Manager - Offering Management		1
			Project Manager - Project Manager/Project Executive		10
			QA/Test Developer - Software Development		4
			Resiliency Consultant - Industry & Domain Consulting		1
			Resource Deployment Manager - Enterprise Operations		1
			Security Architect - Consulting Architect		3
			Security Specialist - Information Technology		6
			Senior Technical Staff Member (STSM) - Software Development		1
			Software Architect - Software Development		6
			Software Client Leader - Technology Sales		1
			Software Developer - Software Development		1
			Software Development Manager - Software Development		4
			Software Release Manager - Software Development		2
			Software Service Planner - Software Development		1
			Software Specialist - Product Services		4
			Solution Representative-Brand Specialist (SW) - Technology Sales		1
			SPO Professional - Enterprise Operations		1
			System Database Administrator - Technical Services		1
			System Services Representative - Product Services		1
			Systems Management Specialist - Information Technology		2
			Technical Specialist General Professional - Information Technology		1
			Technical Support Professional - Software Development		33
			Technology Seller - Technology Sales		3
		Technology Cross Brand Totale		3	211
		zStack	Application Consultant - Application Consulting		3
			Brand Sales Specialist - Technology Sales		5
			Brand Technical Specialist - Sales Engineering		11
			Partner Technical Specialist - Territory - Sales Engineering		1
			Project Manager - Project Manager/Project Executive		1
			Technical Specialist Professional - Information Technology		1
		zStack Totale			22
	TECHNOLOGY Totale			3	403
	TLS	Client Management	Delivery Manager - Project Manager/Project Executive		1
			Delivery Project Manager - Project Manager/Project Executive	1	1
			Project Manager - Project Manager/Project Executive		8
		Client Management Totale		1	10
		Field Delivery	Delivery Manager - Project Manager/Project Executive		1
			Project Manager - Project Manager/Project Executive		1
			Remote Technical Support - Product Services	1	1
			System Services Representative - Product Services	4	25

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
			Technical Support Professional - Software Development		2
			Technical Support Representative - Product Services	3	9
		Field Delivery Totale		8	39
		TLS Emea Delivery Transformation	Business Programs Manager - Enterprise Operations		1
			Program Manager - Project Manager/Project Executive	1	2
			Project Manager - Project Manager/Project Executive	1	2
		TLS Emea Delivery Transformation Totale		2	5
		Transformation	System Services Representative - Product Services	1	1
		Transformation Totale		1	1
	TLS Totale			12	55
ROMA - FIERA Totale				39	780
ROMA - LUCCHESI	STAFF	Admin	Administrative Staff Professional - Administration		1
		Admin Totale			1
		Legal & Gov. Program	General Other Sales - Sales Effectiveness & Support		1
		Legal & Gov. Program Totale			1
	STAFF Totale				2
ROMA - LUCCHESI Totale					2
TORINO	CONSULTING	Cluster FSS	Industry Consultant - Industry & Domain Consulting		2
		Cluster FSS Totale			2
		Delivery Excellance	Business Analyst - Information Technology		1
			Complex Project Manager - Industry & Domain Consulting		1
		Delivery Excellance Totale			2
		Platform BTS	Application Architect - Consulting Architect		1
			Business Transformation Consultant - Industry & Domain Consulting		3
			Package Consultant - Application Consulting		1
			Project Manager - Project Manager/Project Executive		1
		Platform BTS Totale			6
		Platform HCS	Application Architect - Consulting Architect		4
			Application Consultant - Application Consulting		7
			Application Developer - Application Programmer	6	37
			Business Analyst - Information Technology		14
			General Other Solution Sales - Sales Effectiveness & Support		2
			Package Consultant - Application Consulting		2
			Package Specialist - Information Technology		10
			Project Manager - Project Manager/Project Executive		10
			Solution Consultant - Sales Effectiveness & Support		1
		Platform HCS Totale		6	87
		Promontory	Strategy Consultant - Strategy & Solutions Consulting		1
		Promontory Totale			1
		Strategic Sales	Project Manager - Project Manager/Project Executive		1
		Strategic Sales Totale			1
	CONSULTING Totale			6	99
	SECURITY SERVICES	Security Services	Security Architect - Consulting Architect		1
			Security Consultant - Strategy & Solutions Consulting		1
			Security Services Specialist - Information Technology		2
		Security Services Totale			4
	SECURITY SERVICES Totale				4
	STAFF	Admin	Executive Administrative Assistant - Administration	1	2
		Admin Totale		1	2
		Enterprise Operation	Supply Chain Operations Professional - Supply Chain		1
		Enterprise Operation Totale			1
		Quote to cash	Accounts Receivable Professional - Supply Chain		1
		Quote to cash Totale			1
	STAFF Totale			1	4
	TECHNOLOGY	Customer Success Manager	Customer Success Manager Architect - Sales Engineering		2
		Customer Success Manager Totale			2
		Security Software	Brand Sales Specialist - Technology Sales		1
			Security Consultant - Strategy & Solutions Consulting		1
		Security Software Totale			2
		Sustainability Software	Brand Sales Manager - Technology Sales Management		1
		Sustainability Software Totale			1
		Technical Sales	Technical Support Professional - Software Development		1

Sede di Lavoro	Unità di Business	Divisione	Profilo e Famiglia Professionale	Personale Esuberante	Personale in Forza
		Technical Sales Totale			1
		Technology Cross Brand	Account Technical Leader - Sales Engineering		1
			Application Consultant - Application Consulting		1
		Technology Cross Brand Totale			2
	TECHNOLOGY Totale				8
	TLS	Client Management	Technical Team Leader - Product Services		1
		Client Management Totale			1
		Field Delivery	Delivery Manager - Project Manager/Project Executive		1
			System Services Representative - Product Services	7	10
			Technical Support Representative - Product Services		2
		Field Delivery Totale		7	13
	TLS Totale			7	14
TORINO Totale				14	129
Totale complessivo				153	2328