

Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE	
BARI	GBS	BUSINESS PROCESS TRANSFORMATION	Application Architect	2		
			Technical Solution Architect	2		
		BUSINESS PROCESS TRANSFORMATION Totale			4	
		FSS CLUSTER - BANKING INDUSTRY	Industry Consultant	1		
		FSS CLUSTER - BANKING INDUSTRY Totale			1	
		HYBRID CLOUD SERVICES	Application Architect	8		
			Application Consultant	2		
			Application Developer	11	2	
			Business Analyst	1		
			Business Transformation Consultant	1		
			Project Manager	5		
			Technical Solution Architect	3		
		HYBRID CLOUD SERVICES Totale			32	2
		VODAFONE ELITE ACCOUNT	Application Architect	1		
		VODAFONE ELITE ACCOUNT Totale			1	
	<b>GBS Totale</b>			<b>38</b>	<b>2</b>	
	GTS	IS	Enterprise Architect	1		
		IS Totale			1	
		TSS	Systems Services Representative	3	1	
		TSS Totale			3	1
	<b>GTS Totale</b>			<b>4</b>	<b>1</b>	
	HUMAN RESOURCES	HUMAN RESOURCES	Workforce Skills & Analytics Professional	1		
		HUMAN RESOURCES Totale			1	
	<b>HUMAN RESOURCES Totale</b>			<b>1</b>		
	IBM TECHNOLOGY	CLLOUD, COGNITIVE & SECURITY	IT Management Consultant	1		
		CLLOUD, COGNITIVE & SECURITY Totale			1	
		DIGITAL AUTOMATION	Digital Representative Non-incentive	1		
		DIGITAL AUTOMATION Totale			1	
		SOFTWARE ROME LAB	IT Architect Incentive	1	1	
		SOFTWARE ROME LAB Totale			1	1
	<b>IBM TECHNOLOGY Totale</b>			<b>3</b>	<b>1</b>	
<b>BARI Totale</b>				<b>46</b>	<b>4</b>	
BOLOGNA	FINANCE & OPERATIONS	ENTERPRISE OPERATIONS	Business Advisor	1		
		ENTERPRISE OPERATIONS Totale			1	
		QUOTE TO CASH	Fulfillment Team Leader	1	1	
		QUOTE TO CASH Totale			1	1
	<b>FINANCE &amp; OPERATIONS Totale</b>			<b>2</b>	<b>1</b>	
	GBS	BUSINESS PROCESS TRANSFORMATION	Application Architect	1		
			Industry Consultant	1		
			Package Consultant	3		
		BUSINESS PROCESS TRANSFORMATION Totale			5	
		HYBRID CLOUD SERVICES	Application Architect	1		
			Application Developer	3	1	
			Infrastructure Specialist	1	1	
	HYBRID CLOUD SERVICES Totale			5	2	
	<b>GBS Totale</b>			<b>10</b>	<b>2</b>	
	GLOBAL MARKETS	S1 - BANKING	Client Representative	1		
		S1 - BANKING Totale			1	
		S1 - INSURANCE & POSTE	Client Representative	1		
		S1 - INSURANCE & POSTE Totale			1	
		S1 - PUBLIC SECTOR	Solution Representative	1		
		S1 - PUBLIC SECTOR Totale			1	
	<b>GLOBAL MARKETS Totale</b>			<b>3</b>		
	GTS	IS	Delivery Project Executive	1		
			Infrastructure Specialist	1		
			IT Management Consultant	1		
			Network Services Specialist	1		
			Project Manager	2		
			Solution Sales Non-Incentive	1		
		IS Totale			7	
		TSS	Delivery Manager	1		
			Delivery Project Manager	1		
			Project Manager	1		
			Systems Services Representative	17	3	
	TSS Totale			20	3	
<b>GTS Totale</b>			<b>27</b>	<b>3</b>		
IBM TECHNOLOGY	CLLOUD, COGNITIVE & SECURITY	Application Architect	1			
		Brand Sales Specialist	4			
		Brand Technical Specialist	1			
		Customer Success Manager - Architect	1			
		IT Management Consultant	1			
		Software Client Leader	1			
		Solution Sales Non-Incentive	1			
		Technical Sales Software Architect	1			
	CLLOUD, COGNITIVE & SECURITY Totale			11		
	DIGITAL AUTOMATION	Digital Representative Non-incentive	1	1		
	DIGITAL AUTOMATION Totale			1	1	
	ECOSYSTEM	Technology Partner Seller	1			

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BOLOGNA	IBM TECHNOLOGY	ECOSYSTEM Totale		1		
		SOFTWARE ROME LAB	Software Developer	1		
			Software Test Specialist	1		
		SOFTWARE ROME LAB Totale		2		
		STORAGE & SERVER	Brand Sales Partner Specialist	1		
		STORAGE & SERVER Totale		1		
<b>IBM TECHNOLOGY Totale</b>				<b>16</b>	<b>1</b>	
<b>BOLOGNA Totale</b>						
				<b>58</b>	<b>7</b>	
MILANO - CASCIA	GTS	IS	Data Center Specialist	1		
			Systems Administrator	2		
		IS Totale		3		
<b>GTS Totale</b>				<b>3</b>		
<b>MILANO - CASCIA Totale</b>						
				<b>3</b>		
MILANO - CORNAREDO	GTS	IS	Data Center Specialist	1		
			IS Totale		1	
		<b>GTS Totale</b>				<b>1</b>
<b>MILANO - CORNAREDO Totale</b>						
				<b>1</b>		
MILANO - IBM STUDIOS	GBS	BUSINESS PROCESS TRANSFORMATION		Application Architect	2	
			Business Design Consultant	6		
			Business Transformation Consultant	3		
			Solution Architect	1		
			Strategy Consultant	14		
		BUSINESS PROCESS TRANSFORMATION Totale			26	
	<b>GBS Totale</b>				<b>26</b>	
	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY		Brand Technical Specialist	1	
			Data Scientist	2		
			Garage Data Scientist	1		
		CLOUD, COGNITIVE & SECURITY Totale			4	
		SOFTWARE ROME LAB	Application Consultant	3		
			Solution Architect	1		
	SOFTWARE ROME LAB Totale			4		
	<b>IBM TECHNOLOGY Totale</b>				<b>8</b>	
MARKETING	MARKETING		Performance Marketing Professional	7		
	MARKETING Totale			7		
<b>MARKETING Totale</b>				<b>7</b>		
<b>MILANO - IBM STUDIOS Totale</b>						
				<b>41</b>		
MILANO - PERO	GTS	IS	Data Center Specialist	1		
			Facility Management Specialist	1		
			Infrastructure Specialist	1		
		IS Totale		3		
<b>GTS Totale</b>				<b>3</b>		
<b>MILANO - PERO Totale</b>						
				<b>3</b>		
MILANO - PESCHIERA BORROMEO	FINANCE & OPERATIONS	ENTERPRISE OPERATIONS		Capacity Management Professional	1	1
		ENTERPRISE OPERATIONS Totale			1	1
	<b>FINANCE &amp; OPERATIONS Totale</b>				<b>1</b>	<b>1</b>
	GBS	HYBRID CLOUD SERVICES		Business Transformation Consultant	1	
		HYBRID CLOUD SERVICES Totale			1	
		VODAFONE ELITE ACCOUNT		Application Architect	9	
			Application Consultant	5		
			Application Developer	1		
			Application Programmer	2		
			Business Analyst	14	1	
			Business Operations Professional	2	1	
			Client Representative	1		
			Database Administrator	1		
			Financial Analyst	1		
			Industry Consultant	5		
			Project Manager	10		
		Technical Architect	1			
		Test Specialist	7			
	VODAFONE ELITE ACCOUNT Totale			59	2	
	<b>GBS Totale</b>				<b>60</b>	<b>2</b>
	GLOBAL MARKETS	S1 - TECHNICAL SALES		Client Technical Architect	1	
S1 - TECHNICAL SALES Totale			1			
<b>GLOBAL MARKETS Totale</b>				<b>1</b>		
GTS	IS	Delivery Project Executive		1		
		IS Totale			1	
<b>GTS Totale</b>				<b>1</b>		
<b>MILANO - PESCHIERA BORROMEO Totale</b>						
				<b>63</b>	<b>3</b>	
MILANO - SEGRATE	CHQ	CHQ		Business Process Solution Architect	1	
		CHQ Totale			1	
		EMEA RED HAT SYNERGY		Business Programs Manager	1	
		EMEA RED HAT SYNERGY Totale			1	
	<b>CHQ Totale</b>				<b>2</b>	
	COMMUNICATIONS	COMMUNICATIONS		External Relations Professional	2	
				Workforce & Field Enablement Prof	1	
		COMMUNICATIONS Totale			3	
<b>COMMUNICATIONS Totale</b>				<b>3</b>		
FINANCE & OPERATIONS	ASSET MANAGEMENT		Asset Management Analyst	9	6	

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MILANO - SEGRATE	FINANCE & OPERATIONS	ASSET MANAGEMENT	Business Analyst	1		
			Business Programs Manager	3	1	
			Fulfillment Team Leader	2		
			Project Manager	1		
			Supply Chain Operations Professional	1		
		ASSET MANAGEMENT Totale			17	7
		CIO	Application Architect	2	1	
			Application Developer	3		
			Business Analyst	24	15	
			Business Design Consultant	1	1	
			Business Operations Specialist	1		
			Business Transformation Consultant	1		
			Compliance Audit & Risk Assurer	1	1	
			Delivery Project Manager	1	1	
			Financial Analyst	2		
			Infrastructure Architect	1		
			Infrastructure Specialist	1		
			Network Services Specialist	1		
			Project Manager	10	3	
			Software Release Manager	1		
			Test Specialist	1	1	
		CIO Totale			51	23
		CONTRACT & NEGOTIATION	Contract Engagement Advisor	2	1	
		CONTRACT & NEGOTIATION Totale			2	1
		ENTERPRISE OPERATIONS	Agile Coach	1		
			Business Advisor	6		
			Business Operations Professional	9	3	
			Measurements & Reporting Analyst	2	2	
			Project Manager	1		
			Sales Analysis Specialist	1		
			Sales Execution & Mgmt Professional	6	2	
			Sales Management Support	1		
		ENTERPRISE OPERATIONS Totale			27	7
		FINANCE	Accounting Analyst	14	2	
			Associate Business Planning Analyst	6	2	
			Business Controls Professional	2		
			Business Operations Professional	1		
			Business Planning Advisor	5	1	
			Business Planning Analyst	14	2	
			Fin & Admin Business Analyst	2		
			Financial Analyst	13	2	
			Financing Business Support Prof	1	1	
			IBM Sales Model Professional	1		
			Internal Auditor / Investigator	1		
			Pricing & Investment Specialist	1		
			Project Manager	1		
			Security Architect	1		
			Solution Product Transactional Pricer	2	2	
			Solution Rep - Brand Specialist	4	4	
			Solution Sales Non-Incentive	1		
		Tax Professional	3			
		Technical Specialist General Professional	1			
FINANCE Totale			74	16		
GLOBAL REAL ESTATE	Associate Business Planning Analyst	1				
	Business Planning Advisor	1				
	Business Planning Analyst	1				
	Real Estate / Facilities Admin Prof	5	1			
	Real Estate / Facilities Eng Prof	2				
	Resource Deployment Manager	1				
GLOBAL REAL ESTATE Totale			11	1		
PROCUREMENT	Procurement Leader	2				
	Procurement Professional	4	1			
	Procurement Sourcing Professional	21	1			
	Trade Compliance Professional	1				
PROCUREMENT Totale			28	2		
QUOTE TO CASH	Accts Receivable Collections Spec	3	2			
	Administrator	2	1			
	Asset Management Analyst	1				
	Business Operations Professional	1	1			
	Business Planning Analyst	1				
	Business Programs Manager	1				
	Contract Management Advisor	3	1			
	Customer Relationship Representative	1				
	Data Specialist	1				
	Deal Facilitator	38	14			
	Financial Analyst	6	1			
	Fulfillment Contract / Solutions Prof	1	1			
	Fulfillment Professional	18	14			
	Fulfillment Team Leader	5	1			

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MILANO - SEGRATE	FINANCE & OPERATIONS	QUOTE TO CASH	Other Sales Non-Incentive	1		
			Project Manager	4	1	
			Sales Execution & Mgmt Professional	1		
			Sales Management Support	2	1	
			Supply Chain Operations Professional	1		
		QUOTE TO CASH Totale	91	38		
		SALES & INCENTIVE	Incentives Professional	3	2	
	SALES & INCENTIVE Totale	3	2			
	<b>FINANCE &amp; OPERATIONS Totale</b>		<b>304</b>	<b>97</b>		
	GBS	BUSINESS PROCESS TRANSFORMATION	Application Architect	23		
			Application Consultant	2		
			Application Developer	3		
			Associate Partner	4		
			Business Design Consultant	1		
			Business Transformation Consultant	45		
			Complex Project Manager	2		
			Consultant Incentive	2		
			Data Consultant	3		
			Data Engineer	1		
			Data Scientist	6		
			Industry Consultant	4		
			Integration Architect	1		
			IT Management Consultant	4		
			Package Consultant	79		
			Package Specialist	1		
			Project Manager	15		
			Solution Architect	2		
			Technical Solution Architect	2		
			Technical Specialist General Professional	3		
			BUSINESS PROCESS TRANSFORMATION Totale	203		
			COMMUNICATIONS CLUSTER	Industry Consultant	3	1
			COMMUNICATIONS CLUSTER Totale	3	1	
			DISTRIBUTION CLUSTER	Business Transformation Consultant	1	
				Industry Consultant	5	
				IT Management Consultant	1	
				Project Manager	1	
		DISTRIBUTION CLUSTER Totale	8			
		DOCK PREMIER ACCOUNT	Business Transformation Consultant	1		
			Industry Consultant	1		
			IT Management Consultant	1		
			Project Manager	1		
		DOCK PREMIER ACCOUNT Totale	4			
		ENI PREMIER ACCOUNT	Infrastructure Architect	1		
			Project Manager	1		
		ENI PREMIER ACCOUNT Totale	2			
		FSS CLUSTER - BANKING INDUSTRY	Business Transformation Consultant	1		
			Industry Consultant	2		
		FSS CLUSTER - BANKING INDUSTRY Totale	3			
		HYBRID CLOUD SERVICES	Administrative Staff Professional	1		
			Application Architect	22		
			Application Consultant	5		
			Application Developer	21	7	
			Associate Partner	1		
			Business Advisor	1		
			Business Analyst	12	2	
			Business Operations Professional	1		
			Business Transformation Consultant	2		
			Human Resources Partner	1		
			Industry Consultant	1		
	IT Architect Incentive		2			
	Package Consultant		3			
	Package Specialist		12	2		
	Procurement Professional		1			
	Project Administrator		8	4		
	Project Executive		2			
	Project Manager		20			
	Solution Architect		1			
	Solution Sales Non-Incentive		1			
	Strategy Consultant		1			
	Systems Programmer		2			
	Technical Solution Manager		2			
	Technical Specialist General Professional		1			
	Technical Support Professional		1	1		
	Test Specialist		2			
	HYBRID CLOUD SERVICES Totale		127	16		
	INDUSTRIAL CLUSTER	Associate Partner	1			
	INDUSTRIAL CLUSTER Totale	1				
	INSURANCE INDUSTRY	Industry Consultant	1			
	INSURANCE INDUSTRY Totale	1				

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MILANO - SEGRATE	GBS	LEARNING & KNOWLEDGE (L&K)	Learning Consultant	3		
			Learning Facilitator	1		
			Learning Operations Specialist	1		
		LEARNING & KNOWLEDGE (L&K) Totale		5		
		PROMONTORY	Industry Consultant	1		
			Strategy Consultant	5		
		PROMONTORY Totale		6		
		PUBLIC CLUSTER	Application Architect	1		
			Industry Sales Non-Incentive	1		
		PUBLIC CLUSTER Totale		2		
		QUALITY & DELIVERY EXCELLENCE	Business Operations Professional	1		
		QUALITY & DELIVERY EXCELLENCE Totale		1		
		RESOURCE & CAPACITY	Business Operations Professional	1		
			Project Manager	1		
			Project Staffing Professional	2	1	
		RESOURCE & CAPACITY Totale		4	1	
		VODAFONE ELITE ACCOUNT	Application Consultant	1		
		VODAFONE ELITE ACCOUNT Totale		1		
		<b>GBS Totale</b>			<b>371</b>	<b>18</b>
		GLOBAL MARKETS	INDUSTRY BUSINESS DEVELOPMENT	Business Development Manager	1	
			Industry Business Development Executive	1		
	INDUSTRY BUSINESS DEVELOPMENT Totale			2		
	S1 - BANKING		Client Representative	4		
	S1 - BANKING Totale			4		
	S1 - ENI		Client Representative	1		
			Client Technical Architect	1		
	S1 - ENI Totale			2		
	S1 - TECHNICAL SALES		Tech Sales Spec Non-Incentive	2	1	
	S1 - TECHNICAL SALES Totale			2	1	
	UNICREDIT INTEGRATED ACCOUNT		Client Representative	1		
			Digital Sales	1		
	UNICREDIT INTEGRATED ACCOUNT Totale		2			
	<b>GLOBAL MARKETS Totale</b>			<b>12</b>	<b>1</b>	
	GTS	IS	Asset Management Analyst	3		
			Associate Partner	1		
			Brand Client Representative	7		
			Bus Continuity & Resiliency Svcs Cons	1		
			Business Advisor	5		
			Business Controls Professional	1		
			Business Development Executive	1		
			Business Operations Professional	4		
			Business Operations Specialist	1		
			Business Programs Manager	2		
			Capacity Management Professional	1		
			Client Representative	1		
			Client Success Manager	2		
			Client Technical Advisor	1		
Client Unit Executive			1			
Compliance Audit & Risk Assurer			1			
Delivery Project Executive			12			
Deskside Support Representative			1			
Digital Sales			4			
Experience Architect			1			
Facility Management Specialist			1			
Fulfillment Team Leader			1			
Industry Sales Non-Incentive			1			
Industry Solution Representative			1			
Information Architect			2			
Infrastructure Architect			27			
Infrastructure Specialist			32			
IT Management Consultant			6			
Network Services Specialist			7			
Network Support Specialist			1			
Other Sales Non-Incentive			1			
Portfolio Manager			1			
Professional Incentive			1			
Proj Exec Incentive			2			
Project Executive			7			
Project Manager			31			
Project Mgmt Incentive			1			
Sales Execution & Mgmt Professional			1			
Sales Specialist			1			
Security Consultant			1			
Security Delivery Specialist	9					
Security Specialist	1					
Server Support Specialist	19					
Service Coordinator	11					
Service Integration Leader	1					
Services Delivery Squad Leader	1					

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MILANO - SEGRATE	GTS	IS	Site Reliability Engineering Professional	4					
			Solution Manager	2					
			Solution Rep - Brand Spec SW	1					
			Solution Rep - Brand Specialist	11					
			Solution Representative	5					
			Solution Sales Manager	1					
			Solution Sales Non-Incentive	4					
			Systems Administrator	2					
			Systems Management Specialist	7					
			Systems Programmer	2					
			Tech Sales Architect Non-Incentive	1					
			Tech Sales Spec Non-Incentive	2					
			Tech Solution Mgr Non-Incentive	3					
			Technical Services Team Leader	1					
			Technical Solution Architect	4					
			Technical Solution Manager	3					
			Technical Specialist General Professional	20					
			Technical Support Representative	2					
			Transition Manager	3					
			<b>IS Totale</b>		<b>297</b>				
			TSS			Business Programs Manager	1		
						Client Availability Leader	3		
						Contract Management Advisor	2		
						Customer Service Representative	1		
						Delivery Manager	6	1	
						Delivery Project Executive	1		
						Delivery Project Manager	3		
						Infrastructure Specialist	1		
						Offering Manager	4	1	
		People Manager				1			
		Process Engineering Professional				4			
		Product Engineering Professional				1			
		Project Manager				10			
		Remote Technical Support				4			
		Service Delivery Manager				1			
		Service Planning Representative				8	1		
		Solution Sales Non-Incentive				1			
		Support Center Representative				2			
		Systems Services Representative				50	9		
		Systems Support Specialist				1			
		Tech Solution Mgr Non-Incentive	1						
		Technical Services Professional	1						
		Technical Solution Manager	1						
		Technical Support Representative	21						
		<b>TSS Totale</b>		<b>129</b>	<b>12</b>				
		<b>GTS Totale</b>			<b>426</b>	<b>12</b>			
		HUMAN RESOURCES	HUMAN RESOURCES	GLOBAL ADMIN	Administration Manager	1			
					Administrative Staff Professional	4	1		
					Executive Administrative Assistant	20	1		
					Fulfillment Professional	1			
					Sales Execution & Mgmt Professional	1			
				<b>GLOBAL ADMIN Totale</b>		<b>27</b>	<b>2</b>		
				HUMAN RESOURCES			Benefits Professional	3	1
							Business Operations Specialist	1	
							Compensation Professional	2	1
							Compliance Audit & Risk Assurer	1	
							Employee & Labor Relations Prof	1	
Executive Succession & Development	1								
HR Delivery Manager	1								
HR Delivery Process Owner	2								
HR Service Administrator	10								
Human Resources Partner	5								
Human Resources Professional	21						5		
Learning Consultant	1								
Learning Facilitator	3						2		
Learning Operations Specialist	2								
Medical Specialist - Physician	1								
Recruitment Professional	3								
Safety / IH Specialist	1								
Sales Management Support	1								
<b>HUMAN RESOURCES Totale</b>		<b>60</b>	<b>9</b>						
<b>HUMAN RESOURCES Totale</b>			<b>87</b>	<b>11</b>					
IBM TECHNOLOGY	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Application Architect	1					
			Application Consultant	4					
			Brand Inside Sales Specialist	1					
			Brand Sales Partner Specialist	5					
			Brand Sales Specialist	37	1				
			Brand Technical Sales Manager	4					
			Brand Technical Specialist	34					

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MILANO - SEGRATE	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Business Operations Professional	3			
			Client Representative	3			
			Client Technical Advisor	1			
			Client Technical Specialist	2			
			Client Unit Executive	1			
			Customer Success Manager - Architect	4			
			Data Specialist	1			
			Deal Maker	2			
			Delivery Project Manager	3			
			Digital Representative Non-incentive	2			
			Engagement Manager	1			
			Garage Business Transformation Consultant	3			
			Garage Cloud Engineer	3			
			Garage Data Scientist	4			
			Garage Designer	7			
			Garage Manager	1			
			Garage Technical Solution Architect	1			
			Human Resources Partner	1			
			IBM Sales Model Professional	1			
			Infrastructure Architect	2			
			Infrastructure Specialist	3	1		
			IT Management Consultant	6			
			Learning Facilitator	1			
			Operations Architect	1			
			Other Sales Non-Incentive	4			
			Package Consultant	4	1		
			Partner Recruitment Lead	1			
			People Manager	2			
			Product Engineering Professional	2			
			Project Manager	1			
			Sales Enablement Professional	1			
			Sales Execution & Mgmt Professional	1	1		
			Sales Management Support	2			
			Security Architect	6			
			Security Consultant	9			
			Security Professional	1			
			Security Services Specialist	14			
			Security Specialist	2			
			Server Support Specialist	1			
			Software Client Leader	3			
			Software Developer	1			
			Software Specialist	2			
			Solution Rep - Brand Specialist	1			
			Solution Representative	1			
			Solution Sales Non-Incentive	4	2		
			Systems Client Leader	2			
			Systems Management Specialist	2			
			Systems Services Representative	17			
			Tech Sales Spec Non-Incentive	7			
			Tech Solution Mgr Non-Incentive	1			
			Technical Sales Software Architect	7			
			Technical Solution Architect	1			
			Technical Specialist General Professional	2			
			Technical Support Professional	6			
			Technology Seller	1			
			<b>CLOUD, COGNITIVE &amp; SECURITY Totale</b>	<b>252</b>	<b>6</b>		
			DIGITAL AUTOMATION	DIGITAL AUTOMATION	Application Architect	1	
					Brand Inside Sales Specialist	1	1
					Business Advisor	2	
					Business Analyst	1	
					Business Controls Professional	1	1
					Business Transformation Consultant	2	1
					Data Scientist	1	
					Digital Representative Non-incentive	15	8
					Digital Sales	3	2
					Digital Soln Sales Rep Non-incentive	2	2
					Learning Consultant	2	1
Measurements & Reporting Analyst	1						
Other Sales Non-Incentive	2						
Project Manager	3						
Solution Sales Non-Incentive	2						
<b>DIGITAL AUTOMATION Totale</b>	<b>39</b>	<b>16</b>					
ECOSYSTEM	ECOSYSTEM	Business Controls Professional			1		
		Other Sales Non-Incentive	2				
		Partner Recruitment Lead	2				
		Technology Partner Architect	5				
		Technology Partner Seller	7				
<b>ECOSYSTEM Totale</b>	<b>17</b>						
SOFTWARE ROME LAB	SOFTWARE ROME LAB	Application Architect	1	1			

Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE
MILANO - SEGRATE	IBM TECHNOLOGY	SOFTWARE ROME LAB	Client Technical Advisor	1	1
			Garage Technical Solution Architect	1	
			Infrastructure Architect	1	
			IT Management Consultant	1	1
			Product Engineering Professional	1	
			Software Specialist	3	
			Tech Sales Spec Non-Incentive	2	2
		Technical Support Professional	10		
		<b>SOFTWARE ROME LAB Totale</b>	<b>21</b>	<b>5</b>	
		STORAGE & SERVER	Brand Sales Manager	1	
			Brand Sales Partner Specialist	5	1
			Brand Sales Specialist	7	
			Brand Solution Specialist	4	
			Other Sales Non-Incentive	1	1
			Partner Brand Sales Specialist	1	
			Solution Sales Non-Incentive	1	
			Supply Chain Management Professional	1	1
	<b>STORAGE &amp; SERVER Totale</b>	<b>21</b>	<b>3</b>		
	<b>IBM TECHNOLOGY Totale</b>	<b>350</b>	<b>30</b>		
	LEGAL	LEGAL	Administrative Staff Professional	1	
			General Lawyer	6	
			Government & Regulatory Affairs Professional	1	
			Project Manager	1	
			Security Professional	1	
			<b>LEGAL Totale</b>	<b>10</b>	
	<b>LEGAL Totale</b>	<b>10</b>			
	MARKETING	MARKETING	Analytics Professional	1	
Brand Professional			1		
Campaign Manager			7		
Event Marketing Manager			7		
Field Marketing Professional			16	1	
Market Development & Insights Professional			1		
Market Mgmt Channel Enablement Prof			1	1	
Marketing & Comm Operations Prof			1		
Media Professional			1		
Performance Marketing Professional			2	1	
Portfolio Marketing Professional			1		
Social Marketing Professional			5		
<b>MARKETING Totale</b>			<b>44</b>	<b>3</b>	
<b>MARKETING Totale</b>	<b>44</b>	<b>3</b>			
<b>MILANO - SEGRATE Totale</b>			<b>1609</b>	<b>172</b>	
MILANO - SETTIMO MILANESE	GTS	IS	Data Center Specialist	1	
			Project Manager	4	
			Server Support Specialist	7	
		<b>IS Totale</b>	<b>12</b>		
<b>GTS Totale</b>	<b>12</b>				
<b>MILANO - SETTIMO MILANESE Totale</b>			<b>12</b>		
NAPOLI	FINANCE & OPERATIONS	CIO	Application Architect	1	1
			CIO Totale	1	1
			<b>FINANCE &amp; OPERATIONS Totale</b>	<b>1</b>	<b>1</b>
	GBS	BUSINESS PROCESS TRANSFORMATION	Application Architect	1	
			Application Developer	1	
			Package Consultant	1	
			Project Manager	1	
			Technical Solution Architect	2	
		<b>BUSINESS PROCESS TRANSFORMATION Totale</b>	<b>6</b>		
		HYBRID CLOUD SERVICES	Application Architect	10	
			Application Consultant	1	
			Application Developer	6	
			Integration Architect	1	
	Package Specialist		1		
	Project Administrator		3	2	
	Project Executive	1			
	Project Manager	2			
	Test Specialist	1			
	<b>HYBRID CLOUD SERVICES Totale</b>	<b>26</b>	<b>2</b>		
	RESOURCE & CAPACITY	Project Manager	1		
	<b>RESOURCE &amp; CAPACITY Totale</b>	<b>1</b>			
	<b>GBS Totale</b>	<b>33</b>	<b>2</b>		
	GLOBAL MARKETS	CORE ACCOUNTS SALES	Industry Sales Non-Incentive	1	1
CORE ACCOUNTS SALES Totale			1	1	
S1 - PUBLIC SECTOR		Other Sales Non-Incentive	1		
		S1 - PUBLIC SECTOR Totale	1		
<b>GLOBAL MARKETS Totale</b>	<b>2</b>	<b>1</b>			
GTS	IS	Delivery Project Manager	1		
		Infrastructure Specialist	2		
		Service Coordinator	1		
		Services Delivery Squad Leader	1		
		Solution Rep - Brand Specialist	1		



Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE	
NAPOLI	GTS	IS	Technical Services Professional	1		
		IS Totale		7		
		TSS	Business Operations Professional	1		
			Delivery Manager	1		
			Systems Services Representative	5	3	
		TSS Totale		7	3	
		<b>GTS Totale</b>		<b>14</b>	<b>3</b>	
	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Application Consultant	1		
			Brand Sales Specialist	1		
		CLOUD, COGNITIVE & SECURITY Totale		2		
		DIGITAL AUTOMATION	Digital Representative Non-incentive	1		
		DIGITAL AUTOMATION Totale		1		
		SOFTWARE ROME LAB	Product Engineering Professional	1		
		SOFTWARE ROME LAB Totale		1		
		<b>IBM TECHNOLOGY Totale</b>		<b>4</b>		
	<b>NAPOLI Totale</b>				<b>54</b>	<b>7</b>
	PADOVA	CHQ	EMEA RED HAT SYNERGY	Sales Manager Incentive	1	
EMEA RED HAT SYNERGY Totale				1		
		<b>CHQ Totale</b>		<b>1</b>		
GBS		BUSINESS PROCESS TRANSFORMATION	Application Architect	1		
			Package Consultant	2		
		BUSINESS PROCESS TRANSFORMATION Totale		3		
		HYBRID CLOUD SERVICES	Application Architect	4		
			Application Consultant	1		
			Application Developer	6	2	
			Architect	1		
			Package Specialist	1	1	
			Project Administrator	1	1	
			Project Manager	4		
		Systems Engineering Professional	2			
			Technical Services Professional	1		
			HYBRID CLOUD SERVICES Totale		21	4
RESOURCE & CAPACITY		Measurements & Reporting Analyst	1			
		RESOURCE & CAPACITY Totale		1		
		<b>GBS Totale</b>		<b>25</b>	<b>4</b>	
GLOBAL MARKETS		S1 - BANKING	Industry Sales Non-Incentive	1	1	
		S1 - BANKING Totale		1	1	
		S1 - INSURANCE & POSTE	Client Representative	1		
		S1 - INSURANCE & POSTE Totale		1		
		S1 - TECHNICAL SALES	Architect	1	1	
			Client Technical Leader	1		
		S1 - TECHNICAL SALES Totale		2	1	
		<b>GLOBAL MARKETS Totale</b>		<b>4</b>	<b>2</b>	
GTS		IS	Brand Client Representative	1		
			Client Technical Specialist	1		
			Infrastructure Architect	1		
			Infrastructure Specialist	6		
			Proj Exec Incentive	1		
			Project Executive	2		
	Project Manager		3			
	Service Coordinator		1			
	Transition Manager		1			
			IS Totale		17	
	TSS	Delivery Manager	1			
		Infrastructure Specialist	1			
		Systems Services Representative	15	3		
		Technical Support Representative	2			
		TSS Totale		19	3	
		<b>GTS Totale</b>		<b>36</b>	<b>3</b>	
	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Brand Sales Specialist	1		
Brand Technical Specialist			1			
Industry Consultant			1			
Other Sales Non-Incentive			1			
Security Architect			2			
Security Services Specialist			2			
Security Specialist			1			
Tech Sales Spec Non-Incentive			2			
			CLOUD, COGNITIVE & SECURITY Totale		11	
ECOSYSTEM		Other Sales Non-Incentive	1	1		
		ECOSYSTEM Totale		1	1	
SOFTWARE ROME LAB		Infrastructure Architect	1	1		
		SOFTWARE ROME LAB Totale		1	1	
STORAGE & SERVER	Brand Sales Partner Specialist	1				
	Brand Sales Specialist	1				
	Other Sales Non-Incentive	1				
	STORAGE & SERVER Totale		3			
	<b>IBM TECHNOLOGY Totale</b>		<b>16</b>	<b>2</b>		
<b>PADOVA Totale</b>				<b>82</b>	<b>11</b>	
ROMA - FIERA	FINANCE & OPERATIONS	ASSET MANAGEMENT	Fulfillment Team Leader	1		

Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE	
ROMA - FIERA	FINANCE & OPERATIONS	ASSET MANAGEMENT Totale		1		
		ENTERPRISE OPERATIONS	Business Operations Professional	1	1	
			IBM Sales Model Professional	1		
			Sales Execution & Mgmt Professional	1	1	
			Sales Management Support	1		
		ENTERPRISE OPERATIONS Totale		4	2	
		FINANCE	Business Controls Professional	1		
			Business Planning Analyst	1		
			Internal Auditor / Investigator	1		
			Solution Product Transactional Pricer	1		
		FINANCE Totale		4		
		GLOBAL REAL ESTATE	Fulfillment Team Leader	1		
			Real Estate / Facilities Admin Prof	2		
		GLOBAL REAL ESTATE Totale		3		
		QUOTE TO CASH	Accts Receivable Collections Spec	1		
			Business Operations Professional	1		
			Customer Relationship Representative	2		
			Deal Facilitator	16	8	
			Fulfillment Contract / Solutions Prof	3	1	
			Fulfillment Professional	6	5	
			Fulfillment Team Leader	2		
		QUOTE TO CASH Totale		31	14	
		<b>FINANCE &amp; OPERATIONS Totale</b>			<b>43</b>	<b>16</b>
		GBS	BIG DEALS	Application Consultant	1	
				Business Transformation Consultant	3	
				Project Manager	1	
			BIG DEALS Totale		5	
			BUSINESS PROCESS TRANSFORMATION	Application Architect	4	
				Application Developer	2	
				Associate Partner	2	
				Business Design Consultant	3	
				Business Transformation Consultant	17	
	Complex Project Manager			1		
	Data Consultant			3		
	Data Engineer			6		
	Data Scientist			9		
	Delivery Project Executive Incentive			1		
	Enterprise Architect			1		
	Experience Consultant			1		
	Industry Consultant			1		
	Integration Architect			1		
	IT Architect Incentive			1		
	IT Management Consultant			3		
	Package Consultant			24		
	Package Specialist			2		
	Proj Exec Incentive			1		
	Project Manager			6		
	Solution Architect		4			
	Strategy Consultant		3			
	Technical Solution Architect		2			
	BUSINESS PROCESS TRANSFORMATION Totale			98		
	COMMUNICATIONS CLUSTER		Business Sales & Delivery Executive	1		
			Industry Consultant	1		
	COMMUNICATIONS CLUSTER Totale			2		
	DISTRIBUTION CLUSTER		Project Manager	1		
	DISTRIBUTION CLUSTER Totale			1		
	FSS CLUSTER - BANKING INDUSTRY		Industry Consultant	2		
	FSS CLUSTER - BANKING INDUSTRY Totale			2		
	HYBRID CLOUD SERVICES		App Development Programmer Specialist	1		
			Application Architect	12		
			Application Consultant	12		
			Application Developer	10	3	
			Data Analyst	1		
			Database Administrator	2		
			Delivery Project Executive	1		
			Industry Consultant	3		
			Infrastructure Architect	2	1	
			Infrastructure Specialist	4	4	
			IT Management Consultant	6		
			Package Specialist	7		
			Project Administrator	3	2	
			Project Manager	18		
			Solution Architect	1		
			Strategy Consultant	1		
			Technical Services Professional	1		
	Technical Support Professional		1			
	Test Specialist	2	1			
	HYBRID CLOUD SERVICES Totale		88	11		
	INSURANCE INDUSTRY	Associate Partner Strategy	1			

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SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE
ROMA - FIERA	GBS	INSURANCE INDUSTRY	Industry Consultant	1	
		INSURANCE INDUSTRY Totale		2	
		PROMONTORY	Administrative Staff Professional	1	
		PROMONTORY Totale		1	
		PUBLIC CLUSTER	Business Transformation Consultant	1	
			Delivery Project Executive	1	
		PUBLIC CLUSTER Totale		2	
		QUALITY & DELIVERY EXCELLENCE	Quality Assurance Professional	1	
		QUALITY & DELIVERY EXCELLENCE Totale		1	
		RESOURCE & CAPACITY	Business Analyst	1	
			Capacity Management Professional	2	1
			Data Management Support Specialist	1	
		RESOURCE & CAPACITY Totale		4	1
		<b>GBS Totale</b>			<b>206</b>
	GLOBAL MARKETS	S1 - BANKING	Client Representative	2	
		S1 - BANKING Totale		2	
		S1 - ENI	Industry Sales Non-Incentive	1	
		S1 - ENI Totale		1	
		S1 - FERROVIE DELLO STATO	Client Representative	1	
			Client Technical Leader	1	
		S1 - FERROVIE DELLO STATO Totale		2	
		S1 - INSURANCE & POSTE	Client Representative	1	
			Other Sales Non-Incentive	1	
		S1 - INSURANCE & POSTE Totale		2	
		S1 - PUBLIC SECTOR	Client Representative	5	
			Professional Incentive	2	1
			Project Mgmt Incentive	1	
			Solution Representative	1	
		S1 - PUBLIC SECTOR Totale		9	1
		S1 - TECHNICAL SALES	Client Technical Advisor	1	
			Client Technical Leader	7	
		S1 - TECHNICAL SALES Totale		8	
		S1 - TELCO & ENEL	Client Representative	3	
		S1 - TELCO & ENEL Totale		3	
	UNICREDIT INTEGRATED ACCOUNT	Client Representative	1		
	UNICREDIT INTEGRATED ACCOUNT Totale		1		
	<b>GLOBAL MARKETS Totale</b>			<b>28</b>	<b>1</b>
	GTS	IS	Account / Tech Subject Matter Expert	1	
			Appl Development Prod Support Spec	1	
			Application Architect	1	
			Application Developer	1	
			Architect	1	
			Brand Client Representative	6	
			Business Advisor	1	
			Business Programs Manager	1	
			Client Representative	2	
			Client Technical Advisor	1	
Client Technical Specialist			1		
Contract Manager			1		
Delivery Project Executive			8		
Deskside Support Representative			1		
Enterprise Architect			2		
Facility Management Specialist			1		
Fulfillment Team Leader			1		
Industry Sales Non-Incentive			1		
Infrastructure Architect			22		
Infrastructure Specialist			31		
Integration Architect			1		
IT Management Consultant			5		
Network Services Specialist			4		
Network Support Specialist			4		
Operations Architect			9		
People Manager			1		
Proj Exec Incentive			3		
Project Executive			3		
Project Manager			18		
Sales Specialist			2		
Security Architect			1		
Security Delivery Specialist			3		
Service Availability Manager			1		
Service Coordinator	3				
Site Reliability Engineering Professional	7				
Software Designer	1				
Solution Manager	3				
Solution Rep - Brand Specialist	12				
Solution Sales Non-Incentive	4				
Systems Administrator	2				
Systems Management Specialist	3				
Systems Programmer	1				

Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE	
ROMA - FIERA	GTS	IS	Systems Support Specialist	1		
			Tech Sales Architect Non-Incentive	1		
			Tech Sales Spec Non-Incentive	1		
			Tech Solution Mgr Non-Incentive	2		
			Technical Operations Analyst	1		
			Technical Services Professional	12		
			Technical Solution Architect	2		
			Technical Solution Manager	3		
			Technical Specialist General Professional	6		
			Technician	1		
		Transition Manager	1			
		<b>IS Totale</b>	<b>207</b>			
		TSS	Business Operations Professional	1		
			Delivery Manager	4	2	
			Delivery Project Manager	1		
			Project Manager	10	1	
			Remote Technical Support	1		
			Service Planning Representative	2		
			Systems Services Representative	37	7	
			Tech Solution Mgr Non-Incentive	2		
			Technical Specialist General Professional	1		
			Technical Support Representative	4		
		<b>TSS Totale</b>	<b>63</b>	<b>10</b>		
		<b>GTS Totale</b>	<b>270</b>	<b>10</b>		
		HUMAN RESOURCES	GLOBAL ADMIN	Administrative Staff Professional	2	
				Deal Facilitator	1	
				Executive Administrative Assistant	8	
				Human Resources Professional	1	
			<b>GLOBAL ADMIN Totale</b>	<b>12</b>		
			HUMAN RESOURCES	Employee & Labor Relations Prof	1	
				HR Service Administrator	2	1
				Human Resources Partner	1	
				Safety / IH Specialist	2	1
	<b>HUMAN RESOURCES Totale</b>		<b>6</b>	<b>2</b>		
	<b>HUMAN RESOURCES Totale</b>	<b>18</b>	<b>2</b>			
	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Digital Development Representative	1		
			Application Architect	3		
			Application Consultant	6		
			Application Developer	2		
			Brand Sales Leader	1		
			Brand Sales Manager	5		
			Brand Sales Partner Specialist	3		
			Brand Sales Specialist	33		
			Brand Technical Sales Manager	6		
			Brand Technical Specialist	43		
			Business Operations Professional	4	2	
			Client Representative	2		
			Client Technical Advisor	2		
			Client Technical Architect	1		
			Client Technical Specialist	1		
			Customer Success Manager - Architect	11		
			Data Scientist	1		
			Data Specialist	1		
			Deal Maker	2		
			Delivery Engagement Manager	1		
			Delivery Manager	2		
			Delivery Project Manager	1		
			Experience Consultant	1		
			Garage Business Transformation Consultant	1		
			Garage Cloud Engineer	4		
			Garage Manager	1		
			Garage Technical Solution Architect	2		
			Information Architect	2		
			Infrastructure Architect	1		
			Infrastructure Specialist	7		
			IT Management Consultant	13		
			Other Sales Non-Incentive	1		
			Package Consultant	1		
			People Manager	2		
			Project Manager	9		
			Resource Deployment Manager	1		
			Sales Management Support	3	1	
			Sales Specialist	2		
			Security Architect	6		
			Security Consultant	8		
			Security Services Specialist	19		
			Security Specialist	4		
	Software Architect	3				
	Software Client Leader	6				

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SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE			
ROMA - FIERA	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Software Developer	1				
			Software Specialist	4				
			Solution Rep - Brand Spec SW	1				
			Solution Rep - Brand Specialist	1				
			Solution Sales Manager	1				
			Solution Sales Non-Incentive	5				
			Systems Management Specialist	1				
			Systems Services Representative	9				
			Systems Technology Architect	1				
			Tech Sales Spec Non-Incentive	11				
			Tech Solution Mgr Non-Incentive	1				
			Technical Sales Software Architect	11				
			Technical Solution Architect	1				
			Technical Specialist General Professional	5				
			Technical Support Professional	2				
			<b>CLOUD, COGNITIVE &amp; SECURITY Totale</b>	<b>284</b>	<b>3</b>			
			DIGITAL AUTOMATION	Digital Sales	1			
				Solution Sales Non-Incentive	1			
			<b>DIGITAL AUTOMATION Totale</b>	<b>2</b>				
			ECOSYSTEM	Partner Recruitment Lead	1			
				Technology Partner Architect	2			
				Technology Partner Seller	5			
			<b>ECOSYSTEM Totale</b>	<b>8</b>				
			SOFTWARE ROME LAB	SOFTWARE ROME LAB	Administrative Staff Professional	3		
		Back-End Developer			1			
		Business Controls Professional			1			
		Business Programs Manager			1			
		Designer			2			
		Information Developer			1	1		
		Infrastructure Architect			1			
		Infrastructure Specialist			2			
		Offering Manager			1			
		Other Sales Non-Incentive			2			
		Product Engineering Professional			2			
		Project Manager			4			
		Resource Deployment Manager			1			
		Security Professional			1			
		Senior Technical Staff Member (STSM)			1			
		Software Architect			1			
		Software Developer			66	4		
		Software Release Manager			4			
		Software Specialist			1			
		Software Test Specialist			4			
		Systems Management Specialist			1			
		Tech Sales Spec Non-Incentive			3			
		Technical Support Professional			33	3		
		<b>SOFTWARE ROME LAB Totale</b>			<b>137</b>	<b>8</b>		
		STORAGE & SERVER			STORAGE & SERVER	Brand Sales Partner Specialist	1	
						Brand Sales Specialist	6	
						Brand Solution Specialist	1	
		<b>STORAGE &amp; SERVER Totale</b>	<b>8</b>					
		<b>IBM TECHNOLOGY Totale</b>	<b>439</b>	<b>11</b>				
		LEGAL	LEGAL	General Lawyer	2			
				Real Estate / Facilities Admin Prof	1			
				<b>LEGAL Totale</b>	<b>3</b>			
		MARKETING	MARKETING	Campaign Manager	1			
				Field Marketing Professional	1			
				<b>MARKETING Totale</b>	<b>2</b>			
		<b>MARKETING Totale</b>	<b>2</b>					
		<b>ROMA - FIERA Totale</b>		<b>1009</b>	<b>52</b>			
		ROMA - LUCCHESI	HUMAN RESOURCES	GLOBAL ADMIN	1			
				GLOBAL ADMIN Totale	1			
				<b>HUMAN RESOURCES Totale</b>	<b>1</b>			
<b>ROMA - LUCCHESI Totale</b>		<b>1</b>						
ROMA - VENEZIANI	GBS	BUSINESS PROCESS TRANSFORMATION	Application Architect	2				
			Business Design Consultant	1				
			Data Engineer	1				
		<b>BUSINESS PROCESS TRANSFORMATION Totale</b>	<b>4</b>					
		HYBRID CLOUD SERVICES	Application Architect	3				
			Application Consultant	2				
			Application Developer	4				
			Business Analyst	1				
			Business Transformation Consultant	2				
			Industry Consultant	2				
			Project Manager	2				
			Test Specialist	2				
		<b>HYBRID CLOUD SERVICES Totale</b>	<b>18</b>					
		<b>GBS Totale</b>	<b>22</b>					

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SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE
ROMA - VENEZIANI	GTS	IS	Delivery Project Executive	1	
			Infrastructure Architect	3	
			Infrastructure Specialist	2	
			Network Services Specialist	2	
			Network Support Specialist	1	
			Operations Architect	1	
			Proj Exec Incentive	1	
			Project Executive	1	
			Project Manager	4	
			Security Delivery Specialist	1	
			Service Coordinator	7	
			Services Delivery Squad Leader	1	
			Site Reliability Engineering Professional	2	
			Systems Administrator	3	
			Systems Management Specialist	4	
			Technical Services Professional	12	
	<b>IS Totale</b>			<b>46</b>	
	<b>GTS Totale</b>		<b>46</b>		
<b>ROMA - VENEZIANI Totale</b>			<b>68</b>		
TORINO	FINANCE & OPERATIONS	ASSET MANAGEMENT	Asset Management Analyst	2	1
			Supply Chain Operations Professional	1	
		<b>ASSET MANAGEMENT Totale</b>		<b>3</b>	<b>1</b>
		QUOTE TO CASH	Customer Relationship Representative	1	
	<b>QUOTE TO CASH Totale</b>		<b>1</b>		
	<b>FINANCE &amp; OPERATIONS Totale</b>		<b>4</b>	<b>1</b>	
	GBS	BUSINESS PROCESS TRANSFORMATION	Business Transformation Consultant	3	
			Information Architect	1	
			Package Specialist	1	
		<b>BUSINESS PROCESS TRANSFORMATION Totale</b>		<b>5</b>	
		HYBRID CLOUD SERVICES	Application Architect	3	
			Application Developer	47	6
			Business Analyst	17	3
			Data Management Support Specialist	3	2
			Information Architect	1	
			Package Consultant	2	
			Package Specialist	9	
			Project Administrator	1	
			Project Manager	12	
			Security Professional	1	1
		Solution Sales Non-Incentive	3		
	Technical Services Professional	3			
	<b>HYBRID CLOUD SERVICES Totale</b>		<b>102</b>	<b>12</b>	
	INSURANCE INDUSTRY	Industry Consultant	3		
	<b>INSURANCE INDUSTRY Totale</b>		<b>3</b>		
	<b>GBS Totale</b>		<b>110</b>	<b>12</b>	
	GLOBAL MARKETS	S1 - INTESA SANPAOLO GROUP	Client Representative	1	
		<b>S1 - INTESA SANPAOLO GROUP Totale</b>		<b>1</b>	
	<b>GLOBAL MARKETS Totale</b>		<b>1</b>		
	GTS	IS	Bus Continuity & Resiliency Svcs Cons	1	
			Business Advisor	1	
			Business Programs Manager	1	
			Complex Project Manager	1	
Contract Commercial Manager			2		
Data Center Specialist			1		
Delivery Project Executive			12		
Delivery Project Executive Incentive			1		
Delivery Project Manager			6		
Deskside Support Representative			1		
Enterprise Architect			1		
Financial Analyst			2		
Infrastructure Architect			13		
Infrastructure Specialist			4		
IT Management Consultant			1		
Network Services Specialist			1		
Proj Exec Incentive			4		
Project Executive			1		
Project Manager			43		
Security Delivery Specialist			5		
Service Availability Manager			1		
Service Coordinator			26		
Service Integration Leader			1		
Services Delivery Squad Leader			3		
Site Reliability Engineering Professional			5		
Software Service Planner			1		
Solution Manager			3		
Solution Representative			2		
Solution Sales Non-Incentive			4		
System Database Administrator			3		
Systems Administrator			4		

Allegato 1 Impiegati e Quadri

SEDE DI LAVORO	BUSINESS UNIT	DIVISIONE	PROFILO PROFESSIONALE	PERSONALE IN FORZA	PERSONALE ESUBERANTE	
TORINO	GTS	IS	Systems Management Specialist	5		
			Systems Programmer	4		
			Systems Support Specialist	5		
			Technical Services Professional	4		
			Technical Solution Architect	7		
			Technical Solution Manager	1		
			Technical Specialist General Professional	2		
			Technical Support Representative	1		
			Transition Manager	4		
			<b>IS Totale</b>	<b>188</b>		
			TSS	Delivery Manager	1	
				Delivery Project Manager	1	1
				Systems Services Representative	13	4
			<b>TSS Totale</b>	<b>15</b>	<b>5</b>	
			<b>GTS Totale</b>	<b>203</b>	<b>5</b>	
	HUMAN RESOURCES	GLOBAL ADMIN	Administrative Staff Professional	1	1	
			Executive Administrative Assistant	2		
			<b>GLOBAL ADMIN Totale</b>	<b>3</b>	<b>1</b>	
			HUMAN RESOURCES	1		
			<b>HUMAN RESOURCES Totale</b>	<b>1</b>	<b>1</b>	
	<b>HUMAN RESOURCES Totale</b>	<b>4</b>	<b>1</b>			
	IBM TECHNOLOGY	CLOUD, COGNITIVE & SECURITY	Brand Sales Leader	1		
			Brand Sales Specialist	1		
			Brand Technical Specialist	1		
			Infrastructure Architect	2		
			Infrastructure Specialist	1		
			Security Consultant	1		
			Security Services Specialist	1		
			Systems Services Representative	1		
			Tech Solution Mgr Non-Incentive	1		
			Technical Sales Software Architect	1		
			<b>CLOUD, COGNITIVE &amp; SECURITY Totale</b>	<b>11</b>		
	<b>IBM TECHNOLOGY Totale</b>	<b>11</b>				
<b>TORINO Totale</b>	<b>333</b>	<b>19</b>				
<b>Totale complessivo</b>	<b>3383</b>	<b>275</b>				