



- Architecture/Services/Solutions Skills

● Execution & Acceleration Skills
- Field Skills

● Transformation Skills
- Partner Program Skills

● Shared Services Skills

## Your Request Summary

You requested a resource with Advanced/Expert proficiency AND/OR High/Medium Interest in the following skills.

DATA CENTER

CLOUD

CUSTOMER FACING

PARTNER FACING

PARTNER PROGRAM

CONTENT CREATION

### PRIMARY CANDIDATE RECOMMENDATION

Frank Monzo

83 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	High
CLOUD	Advanced	Medium
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Advanced	High
PARTNER PROGRAM	Novice	High
CONTENT CREATION	Advanced	Medium

### RISK ANALYSIS

You requested a 12% Bandwidth commitment. Frank Monzo is currently 200% allocated on the following Initiatives:

- Enablement Workshop : 40%
- Wolverine launch planning : 40%
- ACES Express @ scale for ELA 2.0 Planning : 20%
- Journey to the Gold workshops : 60%
- Disti Workshops : 20%
- Webinars/recording : 20%

### ALTERNATE CANDIDATE RECOMMENDATION

Terri Gracy-Udoh

75 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Novice	Low
CUSTOMER FACING	Expert	Medium
PARTNER FACING	Expert	Medium
PARTNER PROGRAM	Expert	Medium
CONTENT CREATION	Advanced	Medium

### RISK ANALYSIS

You requested a 12% Bandwidth commitment. Terri Gracy-Udoh is currently 100% allocated on the following Initiatives:

- Plan and execute events : 30%
- Address partner & internal community with Geo : 20%
- Drive alignment b/w field & Ecosystem Partners : 20%
- Connect partners together to drive collabrative selling : 30%

### 2ND ALTERNATE CANDIDATE RECOMMENDATION

Erik Stunes

75 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Beginner	High
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Expert	Medium
PARTNER PROGRAM	Advanced	High
CONTENT CREATION	Advanced	Low

### RISK ANALYSIS

You requested a 12% Bandwidth commitment. Erik Stunes is currently 100% allocated on the following Initiatives:

- LATAM Pipeline Conversion / Demand Gen Pilots : 5%
- EMEAR Webinar/Workshops : 5%
- Supply Side / ISV enablement : 20%
- Supply Side / ISV enablement : 5%
- Webinar/Workshops/Demand Gen : 20%
- Link regional priorities to PA Capab. : 20%
- DD Security ACES proposal : 5%
- FY18 Planning interlock : 20%

3RD ALTERNATE CANDIDATE RECOMMENDATION

Janet Monk

75 %



Requested Skills	Aptitude	Interest
DATA CENTER	Advanced	Medium
CLOUD	Advanced	Medium
CUSTOMER FACING	Novice	High
PARTNER FACING	Advanced	High
PARTNER PROGRAM		
CONTENT CREATION	Advanced	Medium

RISK ANALYSIS

You requested a 12% Bandwidth commitment. Janet Monk is currently 120% allocated on the following Initiatives:

Build scalable model for digital practice development : 60%  
Implement DP for CDW,DD,Presidio,WW,Zones : 35%  
ACES Engagements : 10%  
Evaluation of partners for next wave : 10%  
PA Engagement Process : 5%

4TH ALTERNATE CANDIDATE RECOMMENDATION

Stephanie Liu

75 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Novice	Medium
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Advanced	Medium
PARTNER PROGRAM	Advanced	Medium
CONTENT CREATION	Advanced	Low

RISK ANALYSIS

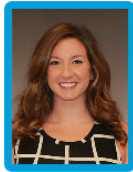
You requested a 12% Bandwidth commitment. Stephanie Liu is currently 100% allocated on the following Initiatives:

Customer In selling : 10%  
Enablement workshop : 10%  
Wolverine launch planning : 10%  
ACES Express @ Scale for DNA planning : 10%  
Buying Model Selling workshop pilot : 10%  
ACES Express @ Scale for ELA 2.0 planning : 10%  
Cisco ONE Jetstream sales play expansion : 10%  
Journey to the Gold workshops : 10%  
Disti Workshops : 10%  
Webinars/recording : 10%

5TH ALTERNATE CANDIDATE RECOMMENDATION

Lauren Gibbons

66 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	High
CLOUD	Novice	Medium
CUSTOMER FACING	Novice	Medium
PARTNER FACING	Advanced	High
PARTNER PROGRAM	Advanced	Medium
CONTENT CREATION	Beginner	High

RISK ANALYSIS

You requested a 12% Bandwidth commitment. Lauren Gibbons is currently 100% allocated on the following Initiatives:

Journey to the Gold workshops : 60%  
Disti Workshops : 20%  
Webinars/recording : 20%