



- 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

STRATEGIC PARTNERS

CUSTOMER FACING

PARTNER PROGRAM

CONTENT CREATION

PLANNING LOGISTICS

## PRIMARY CANDIDATE RECOMMENDATION

Frank Monzo

78 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	High
● CLOUD	Advanced	Medium
● STRATEGIC PARTNERS	Advanced	Medium
● CUSTOMER FACING	Advanced	Medium
● PARTNER PROGRAM	Novice	High
● CONTENT CREATION	Advanced	Medium
● PLANNING LOGISTICS	Novice	High

## RISK ANALYSIS

You requested a 16% 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

78 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	Medium
● CLOUD	Novice	Low
● STRATEGIC PARTNERS	Advanced	Medium
● CUSTOMER FACING	Expert	Medium
● PARTNER PROGRAM	Expert	Medium
● CONTENT CREATION	Advanced	Medium
● PLANNING LOGISTICS	Expert	Medium

## RISK ANALYSIS

You requested a 16% 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 collaborative selling : 30%

## 2ND ALTERNATE CANDIDATE RECOMMENDATION

Daniel Gault

71 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	Medium
● CLOUD	Novice	Medium
● STRATEGIC PARTNERS	Novice	Medium
● CUSTOMER FACING	Beginner	High
● PARTNER PROGRAM	Advanced	Medium
● CONTENT CREATION	Advanced	Medium
● PLANNING LOGISTICS	Advanced	Medium

## RISK ANALYSIS

You requested a 16% Bandwidth commitment. Daniel Gault is currently 100% allocated on the following Initiatives:

- Buying Model Selling workshop pilot : 20%
- ACES Express @ Scale for ELA 2.0 planning : 20%
- Cisco ONE Jetstream sales play expansion : 60%

### 3RD ALTERNATE CANDIDATE RECOMMENDATION

Jane Chen

64 %



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

#### RISK ANALYSIS

You requested a 16% Bandwidth commitment. Jane Chen is currently not allocated on any initiative.

### 4TH ALTERNATE CANDIDATE RECOMMENDATION

Janet Monk

64 %



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

#### RISK ANALYSIS

You requested a 16% 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%

### 5TH ALTERNATE CANDIDATE RECOMMENDATION

Wendy Davis

64 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Novice	Medium
STRATEGIC PARTNERS	Novice	Medium
CUSTOMER FACING	Novice	Medium
PARTNER PROGRAM	Advanced	Medium
CONTENT CREATION	Novice	Medium
PLANNING LOGISTICS	Advanced	Medium

#### RISK ANALYSIS

You requested a 16% Bandwidth commitment. Wendy Davis is currently 150% allocated on the following Initiatives:

Webinar/Workshops/Demand Gen : 85%  
Cyber Insurance / Legal Firms : 50%  
Shadow (4), Services Proposal : 15%