



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

DESIGNING EXECUTING PILOTS

PRIMARY CANDIDATE RECOMMENDATION

Frank Monzo

80 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	High
CLOUD	Advanced	Medium
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Advanced	High
DESIGNING EXECUTING PILOTS	Novice	High

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

Stephanie Liu

80 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Novice	Medium
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Advanced	Medium
DESIGNING EXECUTING PILOTS	Advanced	Medium

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%

2ND ALTERNATE CANDIDATE RECOMMENDATION

Janet Monk

80 %



Requested Skills	Aptitude	Interest
DATA CENTER	Advanced	Medium
CLOUD	Advanced	Medium
CUSTOMER FACING	Novice	High
PARTNER FACING	Advanced	High
DESIGNING EXECUTING PILOTS	Novice	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%

3RD ALTERNATE CANDIDATE RECOMMENDATION

Erik Stunes

70 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Beginner	High
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Expert	Medium
DESIGNING EXECUTING PILOTS	Expert	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%

4TH ALTERNATE CANDIDATE RECOMMENDATION

Barbara Bauer

70 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Beginner	Medium
CUSTOMER FACING	Advanced	Medium
PARTNER FACING	Expert	Medium
DESIGNING EXECUTING PILOTS	Novice	Medium

RISK ANALYSIS

You requested a 12% Bandwidth commitment. Barbara Bauer is currently 101% allocated on the following Initiatives:

Engagements : 20%
Governance & Cadence : 5%
Acceleration, Global Industry Channel : 5%
Retail : 5%
Manufacturing : 5%
Industry Webinars : 5%
Alignment : 20%
Development / Other : 20%
Enhancements : 15%
Expansion : 1%

5TH ALTERNATE CANDIDATE RECOMMENDATION

Terri Gracy-Udoh

70 %



Requested Skills	Aptitude	Interest
DATA CENTER	Novice	Medium
CLOUD	Novice	Low
CUSTOMER FACING	Expert	Medium
PARTNER FACING	Expert	Medium
DESIGNING EXECUTING PILOTS	Expert	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%