



- Architecture/Services/Solutions Skills
- Field Skills
- Partner Program Skills
- Execution & Acceleration Skills
- Transformation 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

PRIMARY CANDIDATE RECOMMENDATION

Janet Monk

100 %



Requested Skills	Aptitude	Interest
<div><div></div> DATA CENTER</div>	Advanced	Medium
<div><div></div> CLOUD</div>	Advanced	Medium

RISK ANALYSIS

You requested a 15% 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%

ALTERNATE CANDIDATE RECOMMENDATION

Frank Monzo

75 %



Requested Skills	Aptitude	Interest
<div><div></div> DATA CENTER</div>	Novice	High
<div><div></div> CLOUD</div>	Advanced	Medium

RISK ANALYSIS

You requested a 15% 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%

2ND ALTERNATE CANDIDATE RECOMMENDATION

Erik Stunes

50 %



Requested Skills	Aptitude	Interest
<div><div></div> DATA CENTER</div>	Novice	Medium
<div><div></div> CLOUD</div>	Beginner	High

RISK ANALYSIS

You requested a 15% 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

Mariluz Caballero

50 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	Medium
● CLOUD	Novice	Medium

RISK ANALYSIS

You requested a 15% Bandwidth commitment. Mariluz Caballero is currently 200% allocated on the following Initiatives:

- LATAM Pipeline Conversion / Demand Gen Pilots : 65%
- Supply Side / ISV enablement : 5%
- Shadow (4), Services Proposal : 20%
- Partner Enablement (Phase 2) : 20%
- Support Kash/Terri with EPC Event : 10%
- FY 18 LATAM Plan : 5%
- DD Security ACES proposal : 75%

4TH ALTERNATE CANDIDATE RECOMMENDATION

Stephanie Liu

50 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	Medium
● CLOUD	Novice	Medium

RISK ANALYSIS

You requested a 15% 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

Barbara Bauer

50 %



Requested Skills	Aptitude	Interest
● DATA CENTER	Novice	Medium
● CLOUD	Beginner	Medium

RISK ANALYSIS

You requested a 15% 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%