

DEMAND AND SUPPLY:

RMG

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Action

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BU

Digital Experience, Di

Country

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Roles

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Month

Jan-2022

Duration

2

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BU/Country/Role	Jan-2022												Demand		
	Demand				Bill.Alloc	Supply					Delta				
	SFA New	SFA Ren...	Bets	Net		Mapped	Bench	Training	R.FTE	R.SUBK		Net			
Summary	55	35	133	223	698	0	300	6	0	0	306	83	79	47	87
Digital Experience	0	0	27	27	69	0	25	1	0	0	26	-1	0	0	16
Digital Integration	32	18	17	67	134	0	81	0	0	0	81	14	48	22	11
Enterprise Analytics	4	0	5	9	20	0	9	1	0	0	10	1	5	0	2
Information Management	8	3	14	25	41	0	30	0	0	0	30	5	8	5	12
Legacy	2	0	4	6	3	0	0	0	0	0	-6	2	0	0	0
Master Data Management	2	0	0	2	9	0	7	0	0	0	7	5	3	0	0
Quality Assurance & Test Automation	6	7	63	76	370	0	131	3	0	0	134	58	10	12	45
Security	0	2	1	3	9	0	2	0	0	0	2	-1	2	2	0
Service Excellence	0	0	0	0	6	0	3	0	0	0	3	3	0	0	0
Smarter Process	1	5	2	8	37	0	12	1	0	0	13	5	1	6	1

- **Demand:** The number of resources required for a certain project
 - SFA New: The number of people in pipeline or projects entered in salesforce with probability is greater than or equal to 50%. It is checked as new project.
 - SFA Renewals: The number of people in pipeline or projects entered in salesforce with probability is greater than or equal to 50% and is not checked.
 - Bets: When there is an opportunity or project, we can add resource from bench based on the start & end date
 - Net: It is the sum of SFA new & SFA renewal
- **Bill Allocations:** If resource is available for more than 50%
- **Supply:** The number of resources assigned based on the project demand
 - Mapped: When resources are mapped or put into certain projects
 - Bench: When resources are under the supply type - bench
 - Training: Resources who were in bench are put into training when they are assigned to a project
 - R.FTE: Resources who are full time employees
 - R.SUBK: Resources who are on contract basis
 - Net: The sum of resources who are in bench, training, R.FTE, R.SUBK

❖ **Delta:** The difference between supply & demand (Supply Net – Demand Net)