

Roma, 10 febbraio 2020  
Prot. n. 168 – ddl.mp.

Spett.li

SLC CGIL NAZIONALE - Piazza Sallustio, 24 - 00187 Roma  
FISTEL CISL NAZIONALE - Via Salaria, 83 - 00198 Roma  
UILCOM UIL NAZIONALE - Via Amilcare Ponchielli, 4 Int.3 – 00198 Roma  
SLC CGIL Roma e Lazio - Via Michelangelo Buonarroti n. 12 – 00185 Roma  
FISTEL CISL Lazio - Via Carlo Felice, 101 – 00185 Roma  
UILCOM UIL Roma e Lazio - Via Palestro, 3 - 00185 Roma  
SLC CGIL Lombardia - Corso di Porta Vittoria, 43 - 20122 Milano  
FISTEL CISL Lombardia - Via Tadino 23 - 20124 Milano  
UILCOM UIL Lombardia - c/o UIL Uilcom Uil Milano - Via Alfredo Campanini 7 - 20124 Milano  
SLC CGIL Torino - Via Carlo Pedrotti, 5 - 10152 Torino  
FISTEL CISL Piemonte - Via Madama Cristina 50 – 10125 - Torino  
UILCOM UIL Piemonte - Via Alessandria, 21 - 10152 Torino  
SLC CGIL Firenze - Borgo dei Greci, 3, 50122 - Firenze  
FISTEL CISL Toscana – Via Carlo del Prete 135, 50127 Firenze  
UILCOM UIL - c/o UIL - Via Corcos, 15 - 50142 Firenze  
SLC CGIL Emilia Romagna - Via Guglielmo Marconi, 67/2 - 40122 Bologna  
FISTEL CISL Bologna - Via Milazzo 16 - 40121 – Bologna  
UILCOM UIL Emilia Romagna - c/o UIL Via Serena, 2/2 40127 Bologna  
SLC CGIL Brindisi - Via Palmiro Togliatti, 44 - 72100 Brindisi  
FISTEL CISL Puglia - Via Giulio Petroni, 15/F - 70124 Bari  
UILCOM UIL Puglia - Via A. Manzoni, 65 - 70122 Bari  
MINISTERO DEL LAVORO E POLITICHE SOCIALI - Via Fornovo, 8 – 00192 Roma

e p.c. Spett.li

REGIONE LAZIO Direzione Lavoro - Area vertenze e Interventi a sostegno del reddito -  
Via Rosa Raimondi Garibaldi, 7 - 00145 Roma  
REGIONE LOMBARDIA - Via Taramelli, 12 - 20124 Milano  
REGIONE PIEMONTE - Direzione Coesione Sociale Settore lavoro via Magenta, 12 -  
10128 Torino  
AGENZIA REGIONALE TOSCANA PER L'IMPIEGO (ARTI) Servizi per il Lavoro di  
Arezzo, Firenze e Prato - Vertenze e crisi aziendali – Firenze -Via Capo di Mondo, 66 -  
50136 Firenze  
REGIONE EMILIA-ROMAGNA - Assessorato Attività produttive, Sviluppo Economico,  
Piano Telematico -Assessorato Scuola, Formazione Professionale, Università e Lavoro C/o  
Direzione Generale Cultura, Formazione e Lavoro - Servizio Lavoro (Ufficio protocollo  
stanza n. 714) - Viale A. Moro, 38 - 40127 Bologna  
Agenzia Regionale per il Lavoro - Ambito territoriale di Bologna - Via Finelli, 9/a  
- 40126 Bologna  
ARPAL -Agenzia Regionale per le Politiche Attive del Lavoro Brindisi - Via Tor Pisana,  
114 - primo piano -72100 Brindisi  
Regione Puglia Servizio Promozione e Tutela del lavoro - Via Corigliano, 1 zona Industriale  
-70132 Bari

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UNINDUSTRIA - 00155 Roma - Via Andrea Noale, 206 Telefono: 06844991 - Fax: 068542577  
Email: [info@un-industria.it](mailto:info@un-industria.it) [www.un-industria.it](http://www.un-industria.it)

ITL ROMA Via Maria Brighenti, 23 – 00159 Roma  
ITL MILANO Via Mauro Macchi, 9 - 20124 Milano  
ITL TORINO Via Arcivescovado, 9 - 10128 Torino  
ITL FIRENZE Viale Spartaco Lavagnini, 9 - 50129 Firenze  
ITL BOLOGNA Viale Angelo Masini, 12/14 - 40126 Bologna  
ITL BRINDISI Via Appia, 51 - 72100 Brindisi

Soc. BT ITALIA S.p.A. Via Tucidide, 56 bis - 20134 Milano

**Oggetto: Comunicazione ai sensi degli artt. 4 e 24 della legge 223/91 per l'avvio della procedura di licenziamento collettivo.**

Ai sensi e per gli effetti degli artt. 4 e 24 della legge n. 223/91, Vi comunichiamo che la nostra Associata BT ITALIA S.p.A. con sede legale in Milano – Via Tucidide, 56 bis - (di seguito “**BT Italia**” o la “**Società**”) si trova nella necessità di dover procedere, nel minor tempo possibile, al licenziamento collettivo per riduzione di personale, di n. 30 dipendenti addetti presso il comprensorio di Milano (sedi aziendali di Milano Via Tucidide 56; San Donato Milanese; Settimo Milanese), nonché presso le sedi di Roma Via Bianchini n. 15, Torino Via Pianezza n. 123, Bologna- Villanova Di Castenaso, Brindisi, Firenze Empoli.

BT Italia, società controllata da British Telecommunications Plc, opera nel mercato dei servizi ICT e di comunicazione elettronica rivolti alle imprese.

Come noto la Società ha intrapreso l'implementazione di un Piano Industriale finalizzato al raggiungimento del pieno riequilibrio finanziario e al riallineamento della propria organizzazione rispetto agli obiettivi strategici della Capo Gruppo e al mutato contesto di mercato.

Nonostante i numerosi interventi e gli sforzi messi in campo BT Italia continua a registrare uno squilibrio tra le entrate e i costi fissi, in particolare, dei costi di gestione del personale che dovranno essere ridotti con ridimensionamento dell'organico dell'intero complesso aziendale.

L'Azienda pur avendo esplorato ogni altra diversa soluzione ha dovuto ravvisare che la riduzione di personale non pare in alcun modo poter essere evitata perché i costi della struttura sono divenuti insostenibili e hanno assunto oramai carattere strutturale in rapporto all'organizzazione in atto e al fatturato, determinando una situazione di sofferenza aziendale non più procrastinabile.

L'organico a oggi in forza, esclusi i Dirigenti, è composto da n. 692 unità, di cui n. 288 quadri e n. 404 impiegati.

Il personale in esubero è quantificato in n. 30 unità così suddivise:

Comprensorio	Sede	N° Esuberi
<b>MILANO</b>	MI-S.DONATO	2
	MI-TUCIDIDE	9
	SETTIMO MILANESE (RHO)	5
<b>MILANO Totale</b>		<b>16</b>
<b>ROMA</b>	ROMA GRANAI	7
<b>ROMA Totale</b>		<b>7</b>
<b>TORINO</b>	TORINO PIANEZZA	3
<b>TORINO Totale</b>		<b>3</b>
<b>Altre Sedi</b>	BOLOGNA- VILLANOVA DI CASTENASO	1
	BRINDISI	1
	FIRENZE EMPOLI	2
<b>Altre Sedi Totale</b>		<b>4</b>
<b>Totale complessivo</b>		<b>30</b>

La collocazione aziendale e i profili professionali del personale eccedente, nonché del personale abitualmente impiegato in azienda sono indicati nel prospetto allegato che forma parte integrante della presente comunicazione.

L'Azienda attuerà le risoluzioni dei rapporti di lavoro al termine della presente procedura, entro i tempi strettamente necessari per l'espletamento della procedura di legge.

Allo stato attuale non sono previste attribuzioni patrimoniali diverse da quelle già contemplate dalla legislazione vigente e dalla contrattazione collettiva.

L'Azienda si dichiara disponibile a esaminare misure tendenti a ridurre le conseguenze sul piano sociale del provvedimento, da definire nell'ambito di un accordo sindacale.

In ogni caso, la Società si dichiara sin d'ora disponibile a verificare, nell'ambito della procedura, possibili soluzioni concordate, anche diverse da quelle di legge che riguardino i criteri di individuazione del personale da licenziare e i tempi con i quali, in concreto verranno intimati i recessi, nonché ogni eventuale modalità volta a contenerne l'impatto sociale.

L'Azienda resta a disposizione per l'esame congiunto previsto dal 5° comma del citato art.4.

Copia della presente comunicazione viene inviata anche alle Rappresentanze Sindacali Unitarie.

La presente procedura è avviata ai sensi e per gli effetti di cui agli artt. 4 e 24, della Legge n. 223/1991, dichiarandoVi nel contempo l'intenzione della Società di voler accentrare la presente procedura presso la nostra sede, in Via Andrea Noale n. 206, Roma.

Distinti saluti.



Relazioni Industriali  
Il Responsabile  
Andrea Segnanini

All.c.s.

Comprende Sede		DIREZIONE	FUNZIONE	BT JOB ROLE	N° Dipendenti	di cui in Esuberato
MILANO	MI-TUCIDIDE	Amministratore Delegato		Business Support Manager	1	
MILANO	MI-TUCIDIDE	Business Operations	Business Improvement & Transformation	Business Support Manager	1	
MILANO	MI-TUCIDIDE	Business Operations	Business Improvement & Transformation	Graduate	1	
MILANO	MI-TUCIDIDE	Business Operations	Contract Management	Business Manager	6	1
MILANO	MI-TUCIDIDE	Business Operations	Contract Management	Business Support Specialist	1	
MILANO	MI-TUCIDIDE	Business Operations	Sales Operations	Sales Operations Supervisor/ Specialist	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Business Support Manager	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Business Support Specialist	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Group Property Specialist	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Health & Safety Advisor	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	IT Italia	Analyst/Professional, S&IT	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	IT Italia	Consultant/Senior Professional, S&IT	3	1
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	IT Italia	Lead Consultant/Manager, S&IT	1	1
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	O2B	Business Support Manager	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	O2B	Business Support Specialist	2	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	O2B	Service Delivery Order Entry	2	1
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Operations Italia	Installation Co-ordinator	1	
MILANO	MI-TUCIDIDE	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	2	
MILANO	MI-TUCIDIDE	Client Services	Project Management Delivery	Graduate	1	
MILANO	MI-TUCIDIDE	Client Services	Project Management Delivery	Programme Manager	1	
MILANO	MI-TUCIDIDE	Client Services	Project Management Delivery	Project Manager 1	2	
MILANO	MI-TUCIDIDE	Client Services	Project Management Delivery	Project Manager 2	4	
MILANO	MI-TUCIDIDE	Client Services	Service Management	Senior Service Client Relationship/Account Management	1	
MILANO	MI-TUCIDIDE	Client Services	TDA ENI	Principal Sales Engineer	1	
MILANO	MI-TUCIDIDE	Client Services	TDA ENI	Senior Sales Engineer	5	
MILANO	MI-TUCIDIDE	Client Services	TDA FIAT (FCA/CNH)	Senior Sales Engineer	1	
MILANO	MI-TUCIDIDE	Commercial Legal & Regulatory	Affari Legali e Societari	Commercial, Contentious Lawyer	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	ENI	Business Manager	2	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	ENI	Contract Manager	1	1
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	ENI	Sales Professional	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	ENI	Sector Sales Manager/Account Director	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	ENI	Senior Sales Professional	4	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	FIAT	Client Delivery Director 2	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	FIAT & Automotive	Senior Sales Professional	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	GTM/VAR	Business Manager	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	GTM/VAR	Deal Architect	1	
MILANO	MI-TUCIDIDE	FIAT, ENI & GTM	GTM/VAR	Senior Sales Professional	1	1
MILANO	MI-TUCIDIDE	Finance	Accounting	Finance Analyst	2	
MILANO	MI-TUCIDIDE	Finance	Accounting	Finance Manager	1	
MILANO	MI-TUCIDIDE	Finance	Accounting	Finance Professional	4	
MILANO	MI-TUCIDIDE	Finance	Billing Operations	Finance Analyst	1	
MILANO	MI-TUCIDIDE	Finance	Capital Allocation	Finance Analyst	1	
MILANO	MI-TUCIDIDE	Finance	Capital Allocation	Finance Manager	1	
MILANO	MI-TUCIDIDE	Finance	Collection & Litigation	Finance Professional	1	
MILANO	MI-TUCIDIDE	Finance	Controlling	Finance Analyst	4	
MILANO	MI-TUCIDIDE	Finance	Controlling	Finance Manager	5	
MILANO	MI-TUCIDIDE	Finance	Working Capital	Senior Finance Manager	1	
MILANO	MI-TUCIDIDE	Human Resources Italy	HR	HR Manager	1	
MILANO	MI-TUCIDIDE	Human Resources Italy	HR	HR Professional	3	
MILANO	MI-TUCIDIDE	Human Resources Italy	HR	Senior HR Professional	2	
MILANO	MI-TUCIDIDE	OTHER	BID Management	Senior Bid Manager	1	
MILANO	MI-TUCIDIDE	OTHER	Business Line GTM/VAR	Senior Sales Professional	1	
MILANO	MI-TUCIDIDE	OTHER	Diamond IP	Head of Sales Engineering	1	
MILANO	MI-TUCIDIDE	OTHER	GAM	Sector Sales Manager/Account Director	1	
MILANO	MI-TUCIDIDE	OTHER	GAM	Senior Sales Professional	3	
MILANO	MI-TUCIDIDE	OTHER	Network	Senior Manager Network Planning & Design	1	
MILANO	MI-TUCIDIDE	OTHER	Resources, Manufacturing and Logistics & CPE, Network & Field Services	Sector Sales Manager/Account Director	1	
MILANO	MI-TUCIDIDE	Procurement	CPE, Network & Field Services	Procurement Manager/Specialist	2	
MILANO	MI-TUCIDIDE	Procurement	I.T.	Senior Buyer	1	
MILANO	MI-TUCIDIDE	Procurement	Risk Management e governance	Procurement Manager/Specialist	1	
MILANO	MI-TUCIDIDE	Procurement	Services	Procurement Manager/Specialist	1	
MILANO	MI-TUCIDIDE	Sales Enterprise	Banking & Financial Services	Senior Sales Professional	1	
MILANO	MI-TUCIDIDE	Sales Enterprise	Resources, Manufacturing & Logistics	Senior Sales Professional	3	
MILANO	MI-TUCIDIDE	Sales Enterprise	TMT, Healthcare & Business Services	Sales Professional	1	
MILANO	MI-TUCIDIDE	Sales Enterprise	TMT, Healthcare & Business Services	Senior Sales Professional	3	
MILANO	MI-TUCIDIDE	Sales Security	Sales	Sales Business Manager	1	
MILANO	MI-TUCIDIDE	Sales Security	Sales	Senior Sales Professional	1	
MILANO	MI-TUCIDIDE	Security	Security	Senior Specialist Security Services	2	1
MILANO	MI-TUCIDIDE	SMB & Government	Government	Sales Professional	1	
MILANO	MI-TUCIDIDE	SMB & Government	Government	Senior Sales Professional	2	
MILANO	MI-TUCIDIDE	SMB & Government	Vendite SMB	Business Support Specialist	1	
MILANO	MI-TUCIDIDE	SMB & Government	Vendite SMB	Sales Engineer	1	
MILANO	MI-TUCIDIDE	SMB & Government	Vendite SMB	Sales Operations Professional	1	1
MILANO	MI-TUCIDIDE	SMB & Government	Vendite SMB	Sales Professional	2	
MILANO	MI-TUCIDIDE	SMB & Government	Vendite SMB	Senior Sales Professional	1	
MILANO	MI-TUCIDIDE	Solution House	Portfolio & Marketing	Head of Product Management	1	
MILANO	MI-TUCIDIDE	Solution House	Portfolio & Marketing	Senior Product Manager	1	
MILANO	MI-TUCIDIDE	Solution House	Professional Services and Integration	Consultant/Senior Professional, S&IT	7	1
MILANO	MI-TUCIDIDE	Solution House	Professional Services and Integration	Lead Consultant/Manager, S&IT	1	
MILANO	MI-TUCIDIDE	Solution House	Professional Services and Integration	Sales Engineer	1	
MILANO	MI-TUCIDIDE	Solution House	Professional Services and Integration	Service Operations Technician	1	
MILANO	MI-TUCIDIDE	Solution House	Sales Engineering	Principal Sales Engineer	1	
MILANO	MI-TUCIDIDE	Solution House	Sales Engineering	Sales Engineer	2	
MILANO	MI-TUCIDIDE	Solution House	Sales Engineering	Senior Sales Engineer	5	
MILANO	MI-TUCIDIDE	Solution House	Sales Engineering	Technical Support Engineer	1	
MILANO	MI-TUCIDIDE	Solution House	Sales Specialist	Sales Professional	1	

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MILANO	MI-TUCIDIDE	Solution House	Sales Specialist	Sector Sales Manager/Account Director	1	
MILANO	MI-TUCIDIDE	Solution House	Sales Specialist	Senior Sales Professional	3	
MILANO	MI-TUCIDIDE	Solution House	Servizi B-End	Sector Sales Manager/Account Director	1	
MILANO	MI-TUCIDIDE Totale				148	9
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	IT Italia	Analyst/Professional, S&IT	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	IT Italia	Consultant/Senior Professional, S&IT	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Network Design & Implementation	Network Planning & Design Manager	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Network Design & Implementation	Network Planning & Design Professional	4	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Network Design & Implementation	Power Operations Technical Manager	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Network Design & Implementation	Senior Manager Network Planning & Design	2	1
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	O2B	Business Support Specialist	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	O2B	Service Delivery Order Entry	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Analyst/Professional, S&IT	13	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Consultant/Senior Professional, S&IT	18	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Customer Support (2nd Line)	10	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Field Manager	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Head of Service Operations	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Installation Co-ordinator	3	1
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Lead Consultant/Manager, S&IT	7	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Network Technician	9	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Project Manager 2	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Regional Business Manager	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Senior Network Technician	2	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Senior Service Operations/Solutions	5	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Service Delivery Project Co-ordinator	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Service Operations Solutions	1	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	10	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Specialist/Unit Manager, S&IT	3	
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	9	1
MILANO	SETTIMO MILANESE (RHO)	Chief Operating Officer (COO)	Operations Italia	Technical Support Engineer	15	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Project Management Delivery	Project Manager 1	1	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Project Management Delivery	Project Manager 2	4	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Project Management Delivery	Service Delivery Project Co-ordinator	4	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Project Management Delivery	Service Operations Solutions	1	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Service Management	Senior Service Client Relationship/Account Management	4	
MILANO	SETTIMO MILANESE (RHO)	Client Services	Service Management	Service Client Relationship/Account Management	4	1
MILANO	SETTIMO MILANESE (RHO)	OTHER	Client Services Global Customer	Senior Project Manager	1	
MILANO	SETTIMO MILANESE (RHO)	OTHER	Nestlé	Senior Project Manager	1	
MILANO	SETTIMO MILANESE (RHO)	OTHER	Unified Communication	Senior Sales Professional	1	
MILANO	SETTIMO MILANESE (RHO)	Solution House	Professional Services and Integration	Consultant/Senior Professional, S&IT	1	
MILANO	SETTIMO MILANESE (RHO)	Solution House	Professional Services and Integration	Principal Sales Engineer	1	
MILANO	SETTIMO MILANESE (RHO)	Solution House	Professional Services and Integration	Senior Sales Engineer	2	1
MILANO	SETTIMO MILANESE (RHO) Totale				152	5
MILANO	MI-S.DONATO	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	3	1
MILANO	MI-S.DONATO	Chief Operating Officer (COO)	Operations Italia	Senior Service Operations/Solutions	2	
MILANO	MI-S.DONATO	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	3	
MILANO	MI-S.DONATO	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	3	
MILANO	MI-S.DONATO	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	2	1
MILANO	MI-S.DONATO Totale				13	2
MILANO	MI-COLOGNO	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	2	
MILANO	MI-COLOGNO	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	1	
MILANO	MI-COLOGNO Totale				3	
MILANO Totale					316	16
ROMA	ROMA GRANAI	Business Operations	Business Improvement & Transformation	Business Support Manager	1	
ROMA	ROMA GRANAI	Business Operations	Business Improvement & Transformation	Business Support Specialist	2	
ROMA	ROMA GRANAI	Business Operations	Business Improvement & Transformation	Expert/Head of Business Analysis & Planning	1	
ROMA	ROMA GRANAI	Business Operations	Contract Management	Business Manager	3	
ROMA	ROMA GRANAI	Business Operations	Contract Management	Contract Manager	1	
ROMA	ROMA GRANAI	Business Operations	Sales Operations	Sales Operations Supervisor/ Specialist	1	
ROMA	ROMA GRANAI	Business Operations	Sales Operations	Specialist, Business Analysis & Planning	2	
ROMA	ROMA GRANAI	Business Operations	Task Force Accesso Interconnessione	Business Support Manager	1	
ROMA	ROMA GRANAI	Business Operations	Task Force Accesso Interconnessione	Business Support Specialist	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Business Support Specialist	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Health, Safety, Environment & Real Estate	Health & Safety Officer	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	IT Italia	Analyst/Professional, S&IT	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	IT Italia	Consultant/Senior Professional, S&IT	8	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	IT Italia	Lead Consultant/Manager, S&IT	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	IT Italia	Specialist/Unit Manager, S&IT	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Associate Network Planners	5	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Network Planning & Design Professional	10	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Project Manager 1	2	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Project Manager 2	3	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Senior Manager Network Planning & Design	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Network Design & Implementation	Unit Manager	1	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	O2B	Business Support Manager	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	O2B	Business Support Specialist	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	O2B	Senior Service Operations/Solutions	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Customer Support (2nd Line)	8	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Field Manager	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Field Team Manager	1	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Installation Co-ordinator	11	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	5	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Senior Service Operations/Solutions	6	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Service Delivery Project Co-ordinator	4	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	12	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Service Operations Solutions	3	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	10	1

ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Team Manager	2	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	6	1
ROMA	ROMA GRANAI	Chief Operating Officer (COO)	Operations Italia	Technical Support Engineer	22	
ROMA	ROMA GRANAI	Chief Operating Officer (COO)		Business Support Manager	1	
ROMA	ROMA GRANAI	Client Services	Project Management Delivery	Programme Manager	1	
ROMA	ROMA GRANAI	Client Services	Project Management Delivery	Project Manager 2	6	
ROMA	ROMA GRANAI	Client Services	Project Management Delivery	Service Delivery Project Co-ordinator	3	
ROMA	ROMA GRANAI	Client Services	Service Management	Senior Service Client Relationship/Account Management	1	
ROMA	ROMA GRANAI	Client Services	Service Management	Service Client Relationship/Account Management	1	
ROMA	ROMA GRANAI	Client Services	TDA BNL	Senior Sales Engineer	1	
ROMA	ROMA GRANAI	Commercial Legal & Regulatory	Affari Regolamentari	Executive, Regulatory Affairs & Compliance	1	
ROMA	ROMA GRANAI	Commercial Legal & Regulatory	Affari Regolamentari	Professional Manager, Regulatory Affairs & Compliance	1	
ROMA	ROMA GRANAI	FIAT, ENI & GTM	GTM/VAR	Contract Manager	1	
ROMA	ROMA GRANAI	FIAT, ENI & GTM	GTM/VAR	Deal Architect Support	1	
ROMA	ROMA GRANAI	FIAT, ENI & GTM	GTM/VAR	Senior Sales Professional	1	
ROMA	ROMA GRANAI	Finance	Accounting	Finance Analyst	1	
ROMA	ROMA GRANAI	Finance	Accounting	Finance Manager	1	
ROMA	ROMA GRANAI	Finance	Accounting	Finance Professional	1	
ROMA	ROMA GRANAI	Finance	Collection & Litigation	Analyst Security Services	1	
ROMA	ROMA GRANAI	Finance	Collection & Litigation	Finance Analyst	1	
ROMA	ROMA GRANAI	Finance	Collection & Litigation	Finance Manager	1	
ROMA	ROMA GRANAI	Finance	Compliance & Governance	Business Support Specialist	1	
ROMA	ROMA GRANAI	Finance	Controlling	Finance Analyst	1	
ROMA	ROMA GRANAI	Finance	Controlling	Finance Manager	1	
ROMA	ROMA GRANAI	Human Resources Italy	HR	HR Professional	1	
ROMA	ROMA GRANAI	OTHER	BID Management	Bid Manager	2	
ROMA	ROMA GRANAI	OTHER	BID Management	Principal Bid Manager	1	
ROMA	ROMA GRANAI	OTHER	Client Service Design Europe	Consultant/Senior Professional, S&IT	1	
ROMA	ROMA GRANAI	OTHER	Cyber-SOC	Senior Specialist Security Services	1	
ROMA	ROMA GRANAI	OTHER	Cyber-SOC	Specialist Security Systems	4	
ROMA	ROMA GRANAI	OTHER	Dist DMF (Technical Strategy & Innovation)	Consultant/Senior Professional, S&IT	1	
ROMA	ROMA GRANAI	OTHER	Dist DMF (Technical Strategy & Innovation)	Head of S&IT	1	
ROMA	ROMA GRANAI	OTHER	Dist DMF (Technical Strategy & Innovation)	Lead Consultant/Manager, S&IT	2	
ROMA	ROMA GRANAI	OTHER	Dist DMF (Technical Strategy & Innovation)	Specialist/Unit Manager, S&IT	1	
ROMA	ROMA GRANAI	OTHER	Fraud Management	Finance Analyst	1	
ROMA	ROMA GRANAI	OTHER	GAM	Senior Sales Professional	1	
ROMA	ROMA GRANAI	OTHER	Global Banking & Financial Markets	Contract Manager	1	
ROMA	ROMA GRANAI	OTHER	Global Network Delivery	Senior Manager Network Planning & Design	1	
ROMA	ROMA GRANAI	OTHER	Governance	Business Support Manager	1	
ROMA	ROMA GRANAI	OTHER	Unilever	Business Manager	1	
ROMA	ROMA GRANAI	OTHER		Marketing Manager	1	
ROMA	ROMA GRANAI	Procurement	Services	Buyer	1	
ROMA	ROMA GRANAI	Procurement	Telco Bid Management	Procurement Manager/Specialist	1	
ROMA	ROMA GRANAI	Procurement	Telco OLO e Mobile	Senior Buyer	1	
ROMA	ROMA GRANAI	Procurement	Telco TIM e Interconnessioni	Procurement Manager/Specialist	1	
ROMA	ROMA GRANAI	Procurement	Telco TIM e Interconnessioni	Senior Buyer	2	
ROMA	ROMA GRANAI	Sales Enterprise	Resources, Manufacturing & Logistics	Senior Sales Professional	1	
ROMA	ROMA GRANAI	Sales Enterprise	TMT, Healthcare & Business Services	Sales Professional	1	
ROMA	ROMA GRANAI	Sales Enterprise	TMT, Healthcare & Business Services	Senior Sales Professional	1	
ROMA	ROMA GRANAI	Sales Security	CSL	Senior Specialist Security Services	1	
ROMA	ROMA GRANAI	Security	Security	Analyst Security Services	5	
ROMA	ROMA GRANAI	Security	Security	Head of Security Services	1	
ROMA	ROMA GRANAI	Security	Security	Senior Specialist Security Services	1	
ROMA	ROMA GRANAI	SMB & Government	Government	Business Support Specialist	1	
ROMA	ROMA GRANAI	SMB & Government	Government	Senior Sales Professional	6	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Contract Manager	1	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Sales Engineer	1	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Sales Professional	1	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Senior Sales Engineer	1	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Senior Sales Professional	1	
ROMA	ROMA GRANAI	SMB & Government	Vendite SMB	Service Relationship Co-ordinator	2	
ROMA	ROMA GRANAI	Solution House	Customer Development	Senior Client Business Development Manager	1	
ROMA	ROMA GRANAI	Solution House	Global Portfolio	Senior Product Manager	2	
ROMA	ROMA GRANAI	Solution House	Portfolio & Marketing	Product Manager	1	
ROMA	ROMA GRANAI	Solution House	Portfolio & Marketing	Senior Product Manager	3	
ROMA	ROMA GRANAI	Solution House	Professional Services and Integration	Consultant/Senior Professional, S&IT	5	
ROMA	ROMA GRANAI	Solution House	Professional Services and Integration	Lead Consultant/Manager, S&IT	2	
ROMA	ROMA GRANAI	Solution House	Sales Engineering	Sales Engineer	1	
ROMA	ROMA GRANAI	Solution House	Sales Engineering	Senior Sales Engineer	8	
ROMA	ROMA GRANAI	Solution House	Sales Specialist	Senior Sales Professional	2	
ROMA	ROMA GRANAI Totale				248	7
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Analyst/Professional, S&IT	3	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Consultant/Senior Professional, S&IT	1	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Senior Network Technician	2	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Senior Service Operations/Solutions	1	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Service Operations Solutions	1	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	2	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Team Manager	1	
ROMA	ROMA LEOFRENI	Chief Operating Officer (COO)	Operations Italia	Technical Support Engineer	3	
ROMA	ROMA LEOFRENI	Client Services	Project Management Delivery	Service Delivery Project Co-ordinator	1	
ROMA	ROMA LEOFRENI	OTHER	Business Planning	Expert/Head of Business Analysis & Planning	1	
ROMA	ROMA LEOFRENI	OTHER	GA	Team Manager Service Operations	1	
ROMA	ROMA LEOFRENI	OTHER	GCS	Service Relationship Co-ordinator	1	
ROMA	ROMA LEOFRENI	OTHER		Lead Consultant/Manager, S&IT	1	
ROMA	ROMA LEOFRENI Totale				20	
ROMA	RM TORRE SPACCATA	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
ROMA	RM TORRE SPACCATA	Chief Operating Officer (COO)	Operations Italia	Service Delivery Project Co-ordinator	1	

ROMA	RM TORRE SPACCATA	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	1	
ROMA	RM TORRE SPACCATA	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	1	
ROMA	RM TORRE SPACCATA Totale				4	
ROMA Totale					272	7
TORINO	TORINO PIANEZZA	Business Operations	Contract Management	Business Manager	1	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	IT Italia	Consultant/Senior Professional, S&IT	2	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	O2B	Business Support Manager	2	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	O2B	Service Delivery Order Entry	2	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Customer Support (2nd Line)	3	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Head of Service Operations	1	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Senior Service Operations/Solutions	3	1
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Service Delivery Project Co-ordinator	1	
TORINO	TORINO PIANEZZA	Chief Operating Officer (COO)	Operations Italia	Service Operations Technician	2	
TORINO	TORINO PIANEZZA	Client Services	Project Management Delivery	Team Manager Service Operations	1	
TORINO	TORINO PIANEZZA	Client Services	Project Management Delivery	Project Manager 1	3	
TORINO	TORINO PIANEZZA	Client Services	Project Management Delivery	Service Delivery Project Co-ordinator	1	
TORINO	TORINO PIANEZZA	Client Services	Service Management	Senior Service Client Relationship/Account Management	2	
TORINO	TORINO PIANEZZA	Client Services	TDA FIAT (FCA/CNH)	Senior Sales Engineer	3	
TORINO	TORINO PIANEZZA	FIAT, ENI & GTM	FIAT	Business Manager	1	
TORINO	TORINO PIANEZZA	FIAT, ENI & GTM	FIAT	Sector Sales Manager/Account Director	1	
TORINO	TORINO PIANEZZA	FIAT, ENI & GTM	FIAT	Senior Sales Professional	3	
TORINO	TORINO PIANEZZA	FIAT, ENI & GTM	GTM/VAR	Sales Professional	1	
TORINO	TORINO PIANEZZA	OTHER	GAM	Senior Sales Professional	1	
TORINO	TORINO PIANEZZA	SMB & Government	Vendite SMB	Indirect Sales Professional	1	1
TORINO	TORINO PIANEZZA	SMB & Government	Vendite SMB	Sales Operations Professional	1	
TORINO	TORINO PIANEZZA	SMB & Government	Vendite SMB	Sector Sales Manager/Account Director	1	
TORINO	TORINO PIANEZZA	SMB & Government	Vendite SMB	Senior Indirect Sales Professional	1	1
TORINO	TORINO PIANEZZA	Solution House	Global Portfolio	Senior Product Manager	1	
TORINO	TORINO PIANEZZA	Solution House	Professional Services and Integration	Analyst/Professional, S&IT	1	
TORINO	TORINO PIANEZZA	Solution House	Professional Services and Integration	Consultant/Senior Professional, S&IT	4	
TORINO	TORINO PIANEZZA	Solution House	Sales Engineering	Principal Sales Engineer	1	
TORINO	TORINO PIANEZZA	Solution House	Sales Engineering	Sales Engineer	2	
TORINO	TORINO PIANEZZA	Solution House	Sales Engineering	Senior Sales Engineer	3	
TORINO TORINO PIANEZZA Totale					51	3
TORINO	TORINO MIRAFIORI	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	3	
TORINO	TORINO MIRAFIORI	OTHER	GCS	Team Manager Service Operations	1	
TORINO TORINO MIRAFIORI Totale					4	
TORINO	TORINO C.SO TARANTO	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
TORINO	TORINO C.SO TARANTO	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	
TORINO TORINO C.SO TARANTO Totale					2	
TORINO Totale					57	3
BOLOGNA	BOLOGNA	Chief Operating Officer (COO)	O2B	Service Delivery Order Entry	1	
BOLOGNA	BOLOGNA	Client Services	TDA FIAT (FCA/CNH)	Principal Sales Engineer	1	
BOLOGNA	BOLOGNA	FIAT, ENI & GTM	FIAT	Senior Sales Professional	1	
BOLOGNA	BOLOGNA	Sales Enterprise	International Customers	Senior Sales Professional	1	
BOLOGNA	BOLOGNA	SMB & Government	Vendite SMB	Sales Engineer	1	
BOLOGNA BOLOGNA Totale					5	
BOLOGNA	BOLOGNA- VILLANOVA DI CA	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	2	
BOLOGNA	BOLOGNA- VILLANOVA DI CA	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	2	1
BOLOGNA BOLOGNA- VILLANOVA DI CASTENASO Totale					4	1
BOLOGNA Totale					9	1
Altre Sedi	BRESCIA	Chief Operating Officer (COO)	O2B	Sales Operations Supervisor/ Specialist	1	
Altre Sedi	BRESCIA	SMB & Government	Vendite SMB	Sales Professional	1	
Altre Sedi	BRESCIA	Solution House	Professional Services and Integration	Consultant/Senior Professional, S&IT	1	
Altre Sedi	BRESCIA	Solution House	Professional Services and Integration	Sales Engineer	1	
Altre Sedi	BRESCIA	Solution House	Professional Services and Integration	Senior Sales Engineer	2	
Altre Sedi BRESCIA Totale					6	
Altre Sedi	BRINDISI	Chief Operating Officer (COO)	O2B	Service Delivery Order Entry	1	
Altre Sedi	BRINDISI	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	1
Altre Sedi BRINDISI Totale					2	1
Altre Sedi	CA-SARROCH	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	
Altre Sedi CA-SARROCH Totale					1	
Altre Sedi	FERRARA	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	
Altre Sedi	FERRARA	Client Services	Project Management Delivery	Project Manager 2	1	
Altre Sedi FERRARA Totale					2	
Altre Sedi	FIRENZE EMPOLI	Chief Operating Officer (COO)	O2B	Sales Operations Supervisor/ Specialist	1	1
Altre Sedi	FIRENZE EMPOLI	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
Altre Sedi	FIRENZE EMPOLI	Client Services	Project Management Delivery	Project Manager 2	1	
Altre Sedi	FIRENZE EMPOLI	Client Services	Service Management	Service Client Relationship/Account Management	1	1
Altre Sedi	FIRENZE EMPOLI	SMB & Government	Vendite SMB	Business Support Specialist	1	
Altre Sedi	FIRENZE EMPOLI	SMB & Government	Vendite SMB	Sales Engineer	1	
Altre Sedi	FIRENZE EMPOLI	SMB & Government	Vendite SMB	Senior Indirect Sales Professional	1	
Altre Sedi FIRENZE EMPOLI Totale					7	2
Altre Sedi	GENOVA	Chief Operating Officer (COO)	Operations Italia	Team Manager Service Operations	1	
Altre Sedi GENOVA Totale					1	
Altre Sedi	LAMEZIA TERME	FIAT, ENI & GTM	GTM/VAR	Senior Sales Professional	1	
Altre Sedi LAMEZIA TERME Totale					1	
Altre Sedi	NAPOLI	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
Altre Sedi	NAPOLI	SMB & Government	Vendite SMB	Senior Indirect Sales Professional	1	
Altre Sedi	NAPOLI	SMB & Government	Vendite SMB	Senior Sales Professional	1	
Altre Sedi NAPOLI Totale					3	
Altre Sedi	PADOVA	Client Services	Project Management Delivery	Project Manager 2	1	
Altre Sedi	PADOVA	Client Services	Service Management	Service Client Relationship/Account Management	1	
Altre Sedi	PADOVA	Client Services	TDA GENERALI	Principal Sales Engineer	1	

Altre Sedi	PADOVA	Sales Enterprise	Resources, Manufacturing & Logistics	Senior Sales Professional	1	
Altre Sedi	PADOVA	Sales Security	Sales	Senior Sales Professional	1	
Altre Sedi	PADOVA	SMB & Government	Vendite SMB	Business Support Specialist	1	
Altre Sedi	PADOVA	SMB & Government	Vendite SMB	Senior Sales Professional	2	
Altre Sedi	PADOVA	Solution House	Sales Engineering	Senior Sales Engineer	1	
Altre Sedi	PADOVA Totale				9	
Altre Sedi	PALERMO	Chief Operating Officer (COO)	Operations Italia	Senior Field Technician	1	
Altre Sedi	PALERMO Totale				1	
Altre Sedi	PORTO MARGHERA	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	2	
Altre Sedi	PORTO MARGHERA Totale				2	
Altre Sedi	PRIOLO	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	2	
Altre Sedi	PRIOLO Totale				2	
Altre Sedi	VIGGIANO (PZ)	Chief Operating Officer (COO)	Operations Italia	Service Delivery Provision	1	
Altre Sedi	VIGGIANO (PZ) Totale				1	
Altre Sedi Totale					38	3
Totale complessivo					692	30