Complex Vendor Lead Analysts

Providers	Gartner Lead Analyst
Accenture	Neil Barton
Adobe	Melissa Davis
Amazon	Ed Anderson
Apple	David M Smith
AT&T	Leif-Olof Wallin
Broadcom Inc	Dennis Smith
Cisco	Peter Firstbrook
Citrix	Tony Harvey
Dell Technologies	Sid Nag
Deloitte	Chrissy Healey
Fujitsu	Hiroko Aoyama
Google	Daryl Plummer
Hitachi	Peter Havart-Simkin
HPE (Hewlett Packard Enterprise)	Jeff Vogel
Huawei	Arnold Gao
IBM	Arun Chandrasekaran
Informatica	Robert Thanaraj
Intel	Alan Priestley
Micro Focus	Dale Gardner
Microsoft	Thomas Bittman
NEC	Wataru Katsurashima
Oracle	Chris Pang
Salesforce	Jason Wong
Samsung Electronics	Joe Unsworth
SAP	Ilona Hansen
SAS	Kurt Schlegel
ServiceNow	Thomas Murphy
TCS (Tata Consultancy Services)	Roy Arup
Verizon	Katja Ruud
VMWare	Andrew Lerner
Vodafone	Matt Cain
Workday	Tim Faith

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Methodology

Vendor leads are assigned to vendors deemed complex to facilitate analyst opinion alignment across multiple markets and to provide a single point of contact for vendor engagement.

Methodology is based on regular review of Gartner client buying-decision needs to focus on small number (25-35) of key providers.

It uses a blend of four core metrics for assignment, averaged over two years to avoid a spike in data:
o Demand metrics – Gartner clients inquiry and gartner.com search
o Coverage metrics – Inclusion in Magic Quadrants and other Gartner Research

Lead analyst assignments are currently for three years, reviewed after two years for performance and effectiveness.

Gartner reserves the right to choose additional providers for strategic reasons, such as criticality to Gartner clients' businesses.

Gartner.