

Complex Vendor Lead Analysts

Providers	Gartner Lead Analyst
Accenture	Fabio Di Capua
Adobe	Eric Schmitt
Alibaba	Kevin Ji
Amazon	Jim Hare
Apple	David M Smith
AT&T	Ted Corbett
Broadcom Inc	Andrew Lerner
Cisco	Jonathan Forest
Dell Technologies	Jen Singleton
Deloitte	Craig Lowery
Fujitsu	Akimasa Nakao
<i>Fujitsu Partner</i>	DD Mishra
Google	Chirag Dekate
HPE (Hewlett Packard Enterprise)	Jeff Vogel
Huawei	Arnold Gao
IBM	Arun Chandrasekaran
Informatica	Robert Thanaraj
Infosys	Allan Wilkins
Intel	Raymond Paquet
Microsoft	Jason Wong
NEC	Wataru Katsurashima
NTT Data	Mike Dorosh
Oracle	Chris Pang
Salesforce	Kyle Davis
Samsung Electronics	Patrick Hevesi
SAP	Christian Hestermann
SAS	Kevin Quinn
ServiceNow	Andrew Miljanovski
TCS (Tata Consultancy Services)	Roy Arup
Verizon	Katja Ruud
Wipro	Sid Nag
Workday	Greg Leiter

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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 Vendor Ratings page:

<https://www.gartner.com/en/research/methodologies/vendor-rating>

