



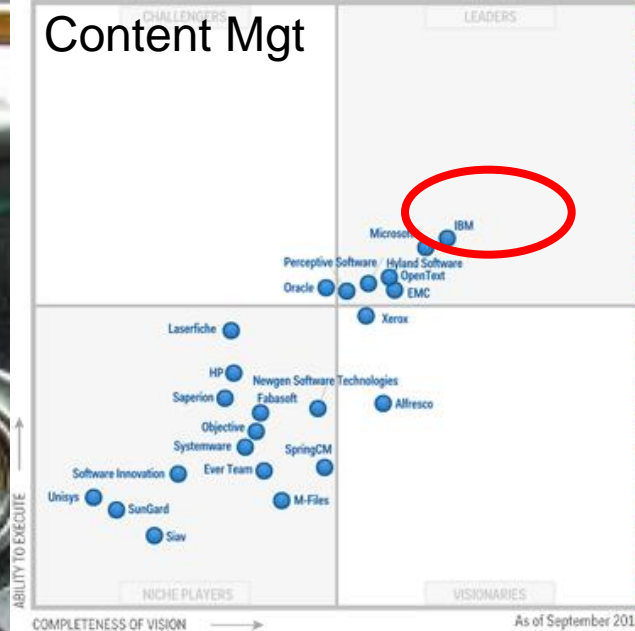
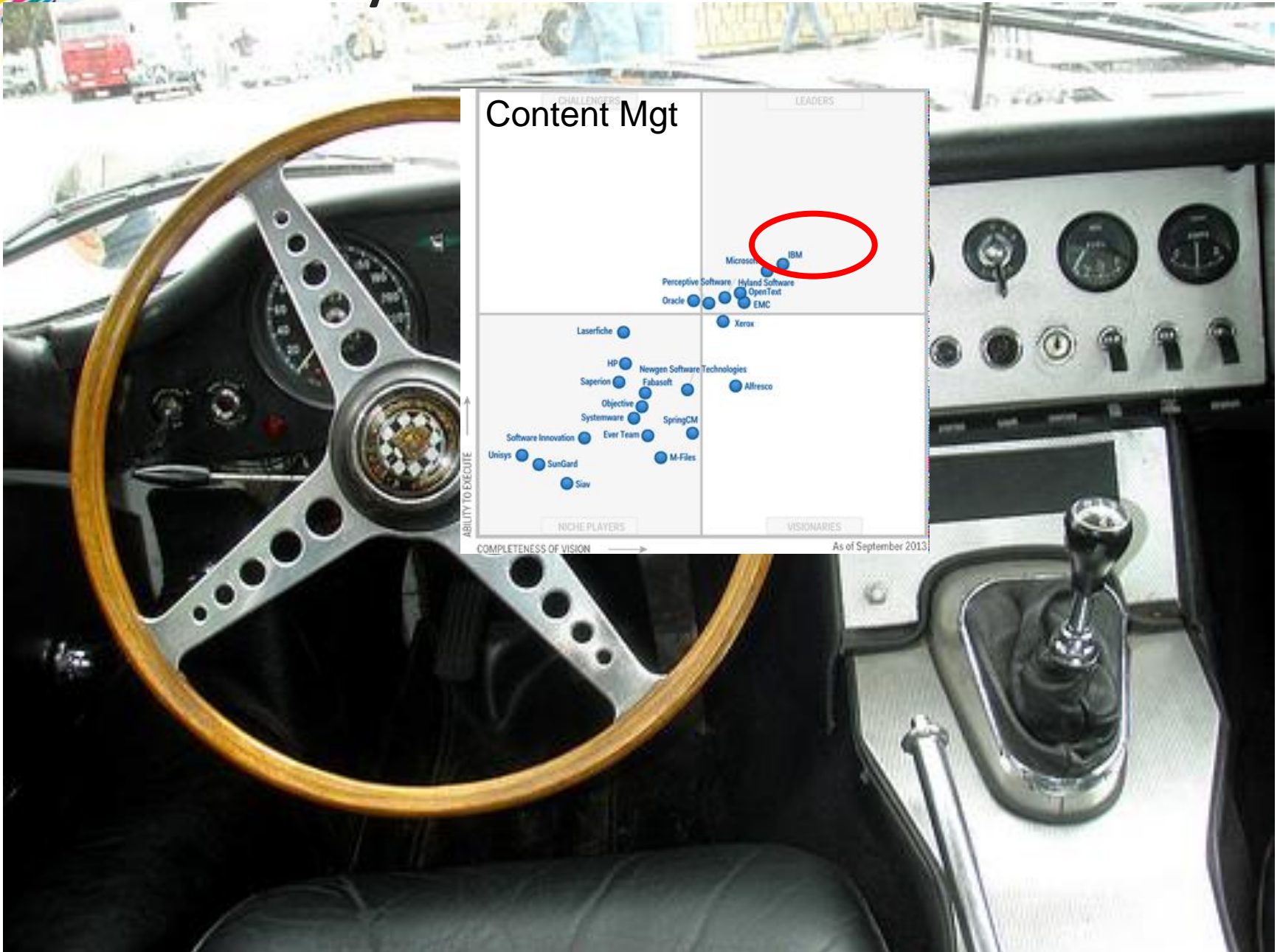
Industry Solutions

Patrice Dau

15/10/2013



Industry Solutions : Piloter le business



Industry Solutions : Piloter le business



Content Mgt

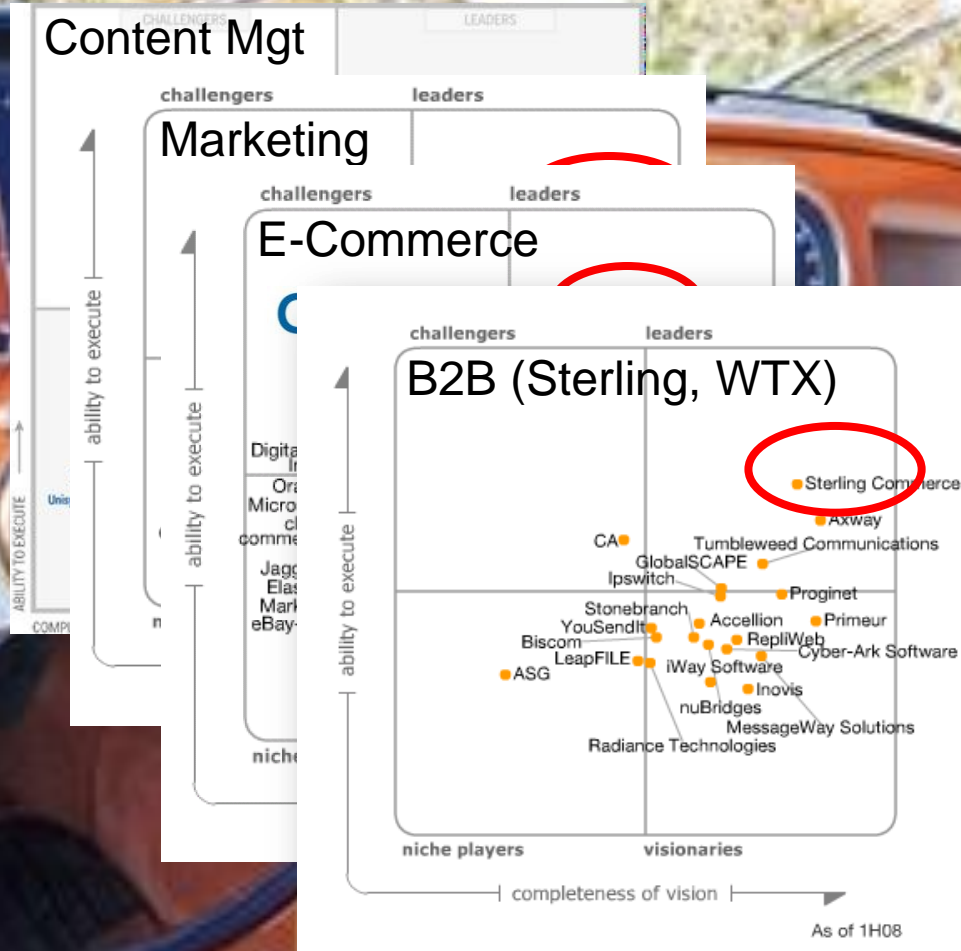
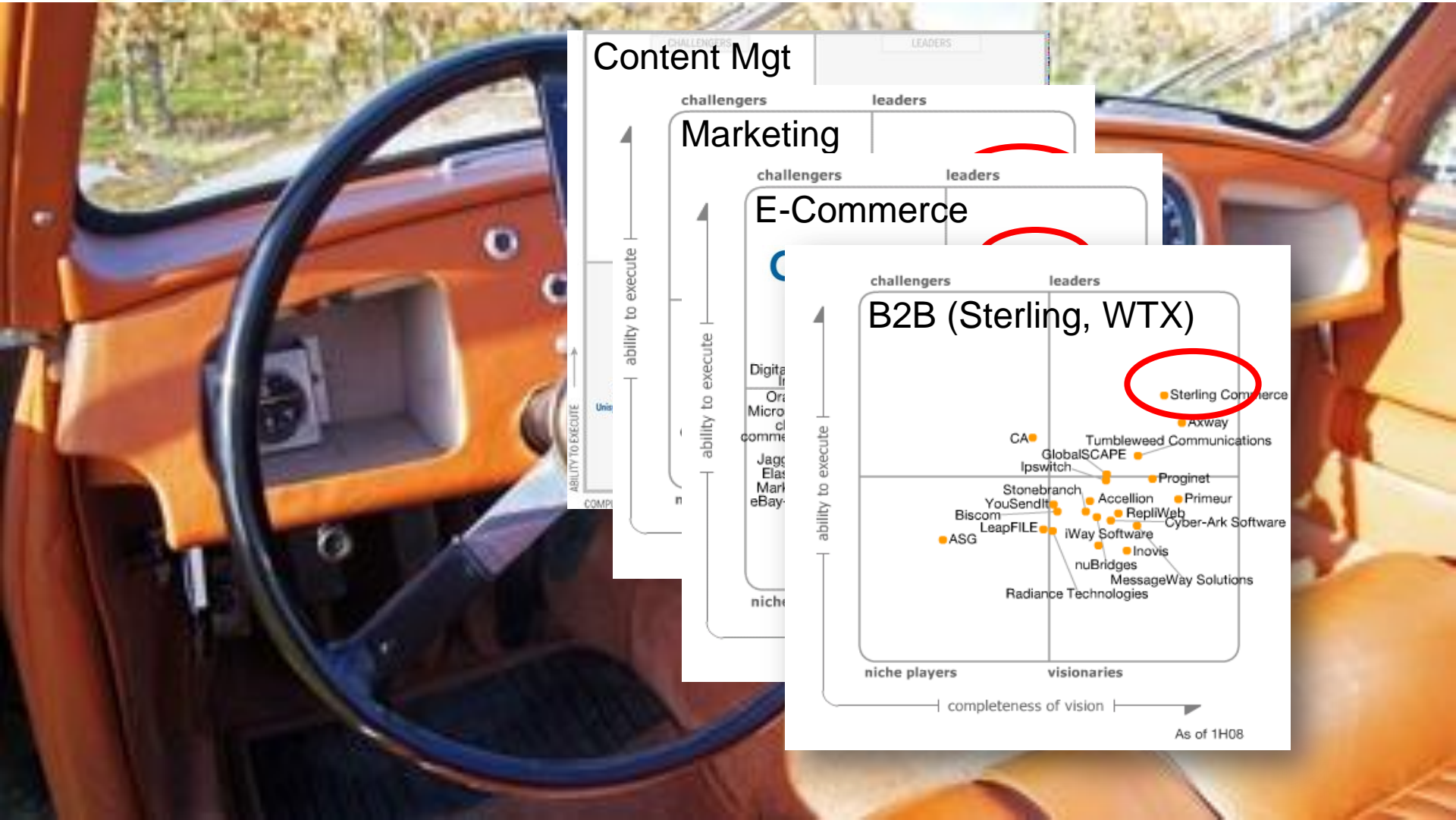


Industry Solutions : Piloter le business





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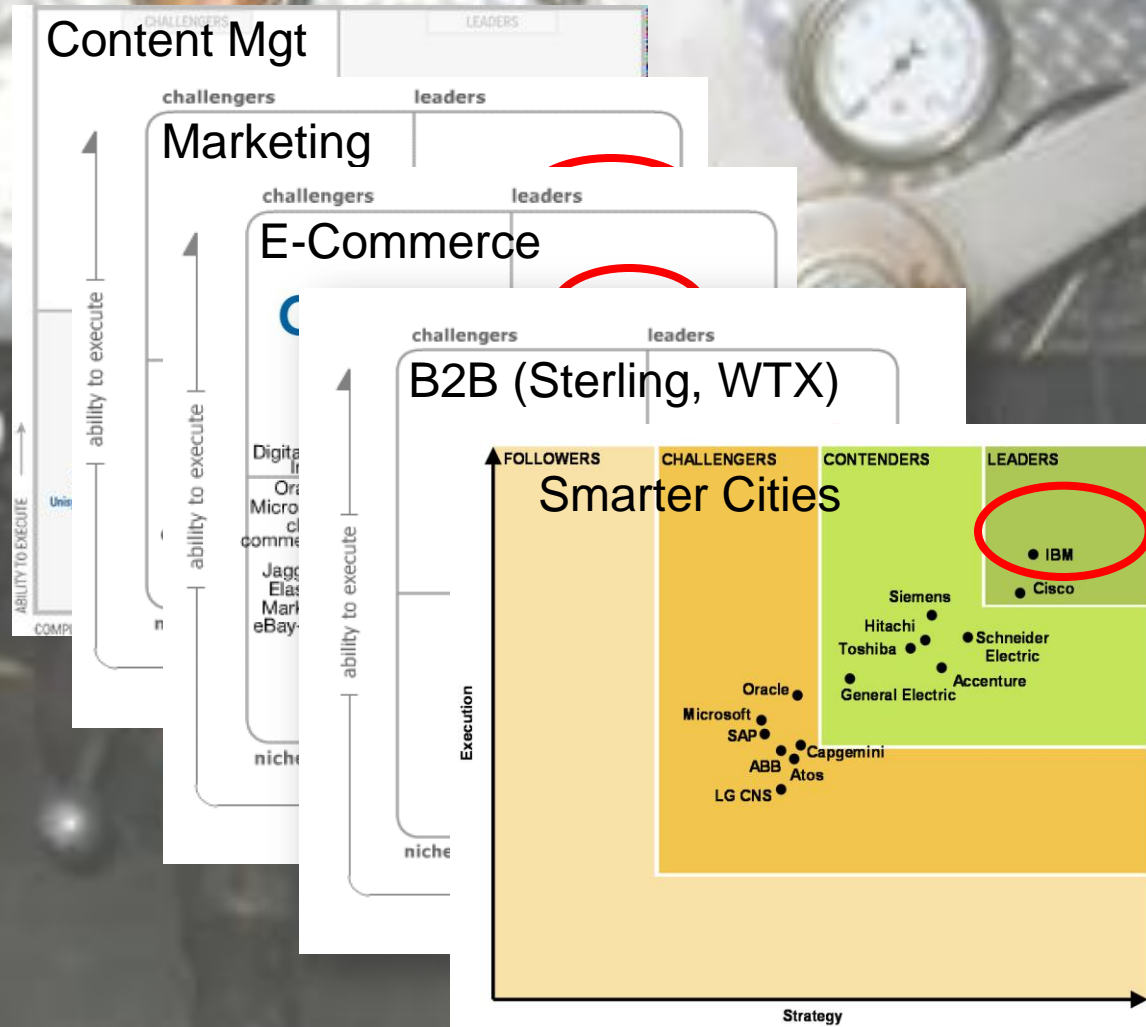




Industry Solutions : Piloter le business



- Solutions leader du marché
- Forte croissance
- Service à forte valeur ajoutée
- Part du channel insuffisante



L'écurie Industry Solutions



- **Brand Leader : Patrice Dau**
- **Integrated Accounts : Nicolas Meyerhofer**
- **Large Enterprises, Paris : Salah Ayata**
- **Large Enterprises, Regions : Frederic barbelivien**
- **Smarter Cities : Eric Wolfarth**
- **ECM Segment Leader : Marc Delaveau**
- **EMM Segment Leader : Vincent Tribondeau**
- **B2B Segment Leader : Catherine Jiquel**
- **E-Commerce Segment Leader : Pascale Grabowski**
- **Channel Mgr : Frederic Poupart**
- **Marketing : Sandrine Lebouc, Celou Diallo, Remi Lissajoux**