

To: Company X Limited

From: Rockwall Analytics

Subject: Teleco Operator Declining Profitability - STRATEGY CONSULTING

Date: January 10, 2021

Next Steps
Getting alignment

The background information

Having come to our initial recommendations on the handset leasing model, we now need to work with various departments within the client to share our findings and get their buy-in to implement the new plans

We are preparing for a major meeting with all the functional heads to present our recommendations. We have heard from the client team that, based on what they heard, we should prepare to address some concerns/objections from their colleagues. However, they didn't provide more details on who might have objections, or what those objections might be

OUR TASK

We will now need to develop our plan for the discussions with the relevant departments. Our Lead Data Scientist, Rihad, has shared with us the client organisation chart, and has asked us to:

1. Identify 2 departments we think may have the greatest concerns/objections
2. What their specific issues might be
3. How we can address/mitigate those concerns

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**Corporate functional
heads attending the
presentation**

Group Chief Financial Officer

Group Chief Human Resources Officer

Group Chief Information Officer

Group Chief Technology Officer

Group Chief Commercial Officer

Group Chief Operations Officer