Subject: Plan for Addressing Concerns/Objections in Upcoming Meeting

Hi Assaf,

I hope this email finds you well. I have reviewed the client X organization chart and considered the possible concerns/objections that may arise during our upcoming meeting with the functional heads. Based on my analysis, I have identified two departments that might have the greatest concerns and outlined their potential issues along with suggested strategies to address them effectively.

**Group Chief Financial Officer (CFO):**

Concerns/objections: The CFO might be primarily concerned with the financial implications and risks associated with the handset leasing model. They may question the cost-effectiveness, impact on cash flow, and potential accounting complexities.

**Addressing/mitigating concerns:** To address these concerns, we can emphasize the financial benefits of the leasing model, such as reduced upfront costs, predictable budgeting, and potential tax advantages. We can also present a comprehensive financial analysis, including cost comparisons, return on investment projections, and risk assessment. Additionally, we should highlight any industry best practices or success stories of other companies that have successfully implemented similar leasing models.

**Group Chief Information Officer (CIO):**

Concerns/objections: The CIO might express concerns related to the compatibility of the leasing model with the existing IT infrastructure, data security, and potential disruptions during the transition. They may also question the scalability and flexibility of the leasing model to accommodate future technology advancements.

**Addressing/mitigating concerns:** To address these concerns, we can provide a detailed overview of the technical aspects of the leasing model, including compatibility assessments, data protection measures, and integration strategies. We should highlight the advantages of working with reputable leasing providers who prioritize security and offer robust support during the transition. It would be beneficial to showcase case studies of successful technology implementations using the leasing model, focusing on scalability and adaptability to evolving IT needs.

By addressing these concerns in a proactive and well-prepared manner, we can demonstrate our understanding of the potential challenges and showcase the advantages of the handset leasing model. I believe these strategies will help build confidence and facilitate buy-in from the CFO and CIO, leading to a successful implementation.

Please let me know if you have any further input or if there are additional departments we should consider. I am available to discuss this further and make any necessary adjustments to our approach.

Best regards,

N Hemanth