



PRE-CALL BRIEFING DOCUMENT

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 **URGENT: Meeting in 0 minutes**

Meeting: nestle meeting

Date: 6/8/2025, 9:30:00 pm

PRE-CALL BRIEFING: nestle meeting

Meeting: Wed, Aug 6, 09:30 PM

Type: FOLLOW-UP

Location: Not specified

Attendees: joshnaacsha.25cs@licet.ac.in, joshnaacsha@gmail.com

CLIENT CONTEXT

Nestlé is the world's largest food and beverage company with a significant global presence. We've had three previous meetings with them, but specific project context is currently unavailable.

ENGAGEMENT HISTORY

Three prior meetings have occurred. Details of those meetings, including any project notes, are currently unavailable.

Previous Meetings: 3 meetings on record

EXTERNAL INTELLIGENCE

Nestlé's market capitalization is substantial. We've identified Joshnaacsha as a contact but lack specific role information.

Research Query: "Nestle company information"

ATTENDEE INTELLIGENCE

ATTENDEE INTELLIGENCE (1 profiles researched)

1. joshnaacsha@gmail.com

- Company/Domain: gmail.com
- Role: Position not specified

MEETING APPROACH SUGGESTIONS

- Recommended prep: Review attendee contexts above for personalized talking points

Research conducted: Aug 06, 2025 21:29 | Sources: Professional directories and public profiles

TALKING POINTS

- ▶ 1. Reiterate Cprime's expertise in cloud migration and digital transformation.
- ▶ 2. Inquire about specific pain points Nestlé is experiencing with their current cloud infrastructure or digital processes.
- ▶ 3. Briefly share relevant case studies highlighting successful digital transformations in the food and beverage industry.
- ▶ 4. Confirm if Joshnaacsha is the best contact for discussing digital initiatives.

KEY QUESTIONS

- ▶ 1. What are Nestlé's top priorities for cloud migration or digital transformation in the next 6-12 months?
 - ▶ 2. What specific challenges are you facing in achieving your digital transformation goals?
 - ▶ 3. What criteria are most important when evaluating consulting partners for cloud and digital initiatives?
 - ▶ 4. Can you describe your current team structure and responsibilities related to cloud and digital projects?
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RISKS & OPPORTUNITIES

⚠ **Risks:** Lack of detailed project notes from previous meetings hinders tailored approach.
• Limited information on Joshnaacsha's role within Nestlé may lead to unfocused conversation.
• Without a meeting description, we lack a clear objective and agenda.

🚀 **Opportunities:** Position Cprime as a trusted advisor to Nestlé, leveraging our expertise in digital transformation and cloud migration.
• Identify specific areas where Cprime can provide immediate value, leading to a potential pilot project.
• If Joshnaacsha is not the key decision-maker, use the opportunity to network and identify the relevant stakeholders.

CPRIME EDGE

Services: Cloud Migration & Architecture | DevOps & CI/CD Implementation | Digital Transformation Consulting

Differentiators: End-to-end cloud migration expertise • AWS Advanced Consulting Partner
• Located in IITM Research Park, Chennai

MEETING CONTEXT

Meeting Description: Not provided

Pre-Meeting Checklist: Review action items • Prepare technical diagrams • Confirm attendees • Ready follow-up template

Data Sources: 3 prev meetings • 0 project notes • External research: Yes • Attendee profiles: Yes

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