🚀 CPRIME TECHNOLOGIES

PRE-CALL BRIEFING DOCUMENT

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Meeting: Ford Cloud Migration (6th meeting)
Date: 4/8/2025, 4:00:00 pm
Location: Cprime Technologies India Pvt Ltd, 9th, IITM RESEARCH PARK, 9 E, Kanagam Rd, Kanagam, Tharamani, Chennnai, Chennai, Tamil Nadu 600113, India
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CLIENT CONTEXT

Ford is a global automotive manufacturer undergoing a significant business technology renewal. They are currently implementing a state-of-the-art integrated SAP Service Parts Management (SPM) platform to replace legacy systems worldwide, impacting all four components.

ENGAGEMENT HISTORY

Previous meetings focused on understanding Ford's current IT landscape and exploring Cprime's potential role in their cloud migration strategy related to the SPM platform. We've discussed our cloud migration approach and DevOps expertise.

EXTERNAL INTELLIGENCE

Ford's I-ERP program is actively seeking Senior SAP Security Architects, suggesting a focus on security considerations within their SAP landscape.

TALKING POINTS

▸ 1. Recap progress on initial assessment and proposed cloud migration roadmap tailored to their SPM platform.

▸ 2. Highlight Cprime's deep expertise in SAP Security and how it aligns with their ongoing I-ERP program needs.

▸ 3. Discuss our experience in migrating similar SAP SPM deployments to the cloud for other large enterprises.

▸ 4. Present a refined cost-benefit analysis based on the latest information from Ford.

KEY QUESTIONS

▸ 1. What are the key performance indicators (KPIs) Ford is using to measure the success of the SAP SPM implementation and cloud migration?

▸ 2. Can you elaborate on the specific security requirements and compliance mandates that are driving your need for Senior SAP Security Architects within the I-ERP program?

▸ 3. What are the critical dependencies between the four components of the SAP SPM solution that need to be considered during the migration?

▸ 4. What is the decision-making timeline for the cloud migration project and what are the next steps from Ford's perspective?

RISKS & OPPORTUNITIES

⚠️ **Risks:** Potential delays in SAP SPM implementation impacting the cloud migration timeline. • Security vulnerabilities arising from inadequate cloud security architecture and implementation.

🚀 **Opportunities:** Expand Cprime's role to include security architecture and implementation services for the I-ERP program. • Position Cprime as a long-term partner for ongoing cloud optimization and managed services after the initial migration.

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

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

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