



# PRE-CALL BRIEFING DOCUMENT

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 **URGENT: Meeting in 17 minutes**

**Meeting:** google client meeting -1

**Date:** 6/8/2025, 12:30:00 pm

## CLIENT CONTEXT

Engaging with Google (specific department TBD). Aim is to understand their internal cloud migration challenges and explore how Cprime can facilitate their digital transformation journey. Uncover their specific use of GCP and identify areas where our expertise can provide value.

## ENGAGEMENT HISTORY

No previous engagements with this specific Google department.

## EXTERNAL INTELLIGENCE

Google Cloud is actively innovating in Generative AI and security with updates to Cloud Armor. This highlights their commitment to both cutting-edge technology and robust cloud infrastructure.


## TALKING POINTS


- ▶ 1. Introduce Cprime as a leading consulting partner specializing in cloud migration, DevOps, and digital transformation.
- ▶ 2. Briefly showcase successful cloud migration projects, emphasizing experience with complex environments and modernizing architecture.
- ▶ 3. Discuss Cprime's expertise in implementing DevOps and CI/CD practices for improved software delivery and efficiency within GCP.
- ▶ 4. Highlight Cprime's understanding of Google's evolving cloud offerings (GenAI, Cloud Armor) and how our services can complement their usage.

## KEY QUESTIONS

- ▶ 1. What are the biggest hurdles you're currently facing in your cloud migration or digital transformation efforts?
- ▶ 2. Which specific Google Cloud services are most critical to your current operations and future plans?
- ▶ 3. What are your key performance indicators (KPIs) for successful cloud migration and ongoing cloud management?
- ▶ 4. How is your team structured for cloud management and DevOps, and where do you see opportunities for improvement?

## RISKS & OPPORTUNITIES

 **Risks:** Internal Google teams may have existing solutions/processes that they are reluctant to change. • Google's internal technical expertise may make them skeptical of external consultants.

 **Opportunities:** Position Cprime as a strategic partner to accelerate their cloud journey and optimize GCP utilization. • Identify opportunities for implementing DevOps and CI/CD practices to improve software delivery and agility within GCP environments.

## 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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