



PRE-CALL BRIEFING DOCUMENT

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URGENT: Meeting in 27 minutes

Meeting: cloud migration - 11

Date: 6/8/2025, 1:30:00 pm

CLIENT CONTEXT

Ford is a global automotive manufacturer undergoing a significant digital transformation. They are actively migrating applications to Google Cloud to improve scalability, developer productivity, and leverage AI/ML capabilities.

ENGAGEMENT HISTORY

Previous meeting (cloud ford migration - 10) presumably covered initial needs and Cprime's cloud migration capabilities. Clarify objectives of the previous meeting to ensure alignment.

EXTERNAL INTELLIGENCE

Ford is accelerating its cloud migration to Google Cloud, focusing on AI, ML, and data analytics for connected vehicle technologies and operational efficiency.

TALKING POINTS


- ▶ 1. Reiterate understanding of Ford's Google Cloud migration goals, referencing improved developer productivity and scalability.
- ▶ 2. Share specific case studies demonstrating Cprime's success in similar Google Cloud migrations, highlighting benefits realized (e.g., cost reduction, performance improvements).
- ▶ 3. Discuss Cprime's expertise in DevOps and CI/CD implementation to accelerate Ford's application delivery pipeline in the cloud.

- ▶ 4. Propose a phased approach to cloud migration, focusing on quick wins and demonstrable ROI to build momentum and trust.


KEY QUESTIONS

- ▶ 1. What specific application migration targets are you currently focused on achieving by the end of the year?
- ▶ 2. What are the biggest challenges you are currently facing in your Google Cloud migration journey?
- ▶ 3. How are you measuring the success of your cloud migration efforts (KPIs)?
- ▶ 4. What are Ford's biggest priorities for leveraging AI/ML and data analytics on Google Cloud?

RISKS & OPPORTUNITIES

 **Risks:** Potential misalignment on expectations regarding migration timelines and costs.

- Internal resistance to change within Ford's IT organization.
- Competition from other consulting firms vying for Ford's cloud migration business.

 **Opportunities:** Expand Cprime's services beyond initial migration to include ongoing managed services and cloud optimization.

- Position Cprime as a strategic partner for Ford's AI/ML and data analytics initiatives on Google Cloud.
- Develop a long-term relationship with Ford based on trust and demonstrated value.

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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