



PRE-CALL BRIEFING DOCUMENT

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Meeting: Ford Cloud Migration (7th meeting)

Date: 5/8/2025, 12:30:00 pm

Ford Motor Company is a global automotive manufacturer. They are undertaking a cloud migration project, focusing on their SAP infrastructure, potentially towards SAP HANA Cloud as part of a larger S/4HANA migration.

CLIENT CONTEXT

Ford Motor Company is a global automotive manufacturer. They are undertaking a cloud migration project, focusing on their SAP infrastructure, potentially towards SAP HANA Cloud as part of a larger S/4HANA migration.

ENGAGEMENT HISTORY

Previous meetings have involved discussing their current infrastructure, migration goals, and Cprime's proposed approach. Last meeting focused on cost analysis and timeline validation.

EXTERNAL INTELLIGENCE

Recent news indicates Ford's likely SAP HANA Cloud migration, potentially driven by S/4HANA adoption. This highlights the need for seamless SAP integration with their overall cloud strategy.


TALKING POINTS


- ▶ 1. Reiterate Cprime's expertise in SAP HANA Cloud migrations and S/4HANA transformations, emphasizing successful similar projects.
- ▶ 2. Present revised cost and timeline estimates based on the last meeting's discussion, highlighting potential cost optimization strategies.
- ▶ 3. Discuss integration challenges and solutions for SAP HANA Cloud within their broader cloud ecosystem, focusing on data security and compliance.
- ▶ 4. Offer case studies demonstrating Cprime's ability to minimize disruption and maximize ROI during complex cloud migrations.

KEY QUESTIONS

- ▶ 1. What are the key dependencies and timelines for their overall S/4HANA migration strategy?
- ▶ 2. What are their primary concerns regarding data security and compliance within the SAP HANA Cloud environment?
- ▶ 3. How are they measuring the success of the cloud migration project, and what are their key performance indicators (KPIs)?

RISKS & OPPORTUNITIES

 **Risks:** Potential for delays in data migration due to complex SAP dependencies. • Integration challenges with existing on-premise systems and other cloud services. • Budget constraints impacting the scope or timeline of the project.

 **Opportunities:** Position Cprime as a strategic partner for ongoing cloud optimization and managed services after the initial migration. • Expand Cprime's engagement to include other areas of their digital transformation strategy, such as DevOps and CI/CD implementation within the SAP ecosystem.

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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