🚀 CPRIME TECHNOLOGIES

PRE-CALL BRIEFING DOCUMENT

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🚨 URGENT: Meeting in 20 minutes

Meeting: client meeting with broadcom
Date: 6/8/2025, 1:30:00 pm

CLIENT CONTEXT

Broadcom is a global leader in semiconductor, enterprise software, and security solutions. We're following up on previous discussions around digital transformation, focusing on how we can optimize their cloud infrastructure and development processes to improve speed and reduce costs. The specific project context is still being defined.

ENGAGEMENT HISTORY

We've had nine previous interactions. It appears we met multiple times with Broadcom separately, and with clients Meta and PepsiCo using the same email address. We need to clarify the relationship with Broadcom and address any potential confusion from using shared email addresses in previous meetings.

EXTERNAL INTELLIGENCE

Recent industry reports suggest Broadcom is actively seeking solutions to improve software development efficiency and streamline cloud operations post-acquisition activities. Focus on synergies.

TALKING POINTS

‣ 1. Reiterate Cprime's expertise in cloud migration and architecture, specifically highlighting successful case studies in similar industries.

▸ 2. Discuss how our DevOps and CI/CD implementation services can accelerate Broadcom's software release cycles and improve product quality.

▸ 3. Present a tailored assessment plan to identify key areas for digital transformation within Broadcom, focusing on measurable ROI.

▸ 4. Address concerns related to Broadcom's cost optimization initiatives and how our solutions can assist.

KEY QUESTIONS

▸ 1. Could you elaborate on the specific challenges Broadcom faces in managing its complex cloud infrastructure?

▸ 2. What are Broadcom's key performance indicators (KPIs) for digital transformation initiatives, and how can Cprime contribute to achieving them?

▸ 3. Who are the key decision-makers within Broadcom regarding cloud migration and DevOps adoption?

▸ 4. What are Broadcom's post-acquisition integration goals, and how can we help streamline processes?

RISKS & OPPORTUNITIES

⚠️ **Risks:** Unclear understanding of Broadcom's internal structure and decision-making process after multiple separate meet instances. • Competition from larger consulting firms with established relationships with Broadcom. • Potential budget constraints or internal resistance to significant changes in IT infrastructure.

🚀 **Opportunities:** Position Cprime as a trusted partner to guide Broadcom through its digital transformation journey and achieve significant improvements in efficiency and innovation. • Expand our service offerings within Broadcom by demonstrating the value of our initial engagements. • Leverage our expertise in specific cloud technologies to help Broadcom optimize its existing cloud investments.

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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