



PRE-CALL BRIEFING DOCUMENT

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URGENT: Meeting in 48 minutes

Meeting: pepsioco meeting -4

Date: 6/8/2025, 4:00:00 pm

CLIENT CONTEXT

PepsiCo is a global beverage and food company undergoing a significant digital transformation. They are leveraging cloud platforms for data management, AI, supply chain optimization, and enhancing consumer experiences. They are seeking a centralized code repository for their IT platforms.

ENGAGEMENT HISTORY

In the previous meeting, Cprime recommended our Cloud Services to address PepsiCo's need for a code repository, highlighting our expertise in cloud solutions.

EXTERNAL INTELLIGENCE

PepsiCo is actively utilizing AWS, Azure, and Databricks for machine learning, predictive analytics, and data intelligence to gain consumer insights and improve data governance.

TALKING POINTS

- ▶ 1. Reinforce our Cloud Services expertise in building and managing secure, scalable code repositories.
- ▶ 2. Discuss specific Cloud Services implementation strategies suitable for PepsiCo's existing cloud infrastructure (AWS, Azure, Databricks).
- ▶ 3. Highlight success stories of similar implementations for large enterprises with complex IT landscapes.

- ▶ 4. Offer a phased approach to implementation, starting with a pilot project to demonstrate value and minimize disruption.

KEY QUESTIONS

- ▶ 1. Can you elaborate on the specific challenges you're facing with your current code management processes?
- ▶ 2. What are your key requirements for security, scalability, and integration with your existing cloud platforms?
- ▶ 3. What is the desired timeline for implementing a centralized code repository?
- ▶ 4. What budget considerations are in place for this initiative?

RISKS & OPPORTUNITIES

⚠ **Risks:** PepsiCo may have pre-existing relationships with other cloud service providers. • Internal resistance to adopting a new code repository system.

🚀 **Opportunities:** Position Cprime as a trusted partner in PepsiCo's broader digital transformation journey. • Expand our service offerings beyond code repository management to include DevOps and CI/CD implementation.

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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