



PRE-CALL BRIEFING DOCUMENT

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 **Soon: Meeting in 1h 8m**

Meeting: cloud ford migration - 10

Date: 6/8/2025, 2:00:00 pm

CLIENT CONTEXT

Ford Motor Company is undergoing a significant digital transformation, actively migrating to Google Cloud to improve developer productivity, application scalability, and operational efficiency. They are leveraging Google Cloud services like Cloud SQL, Cloud Run, and Bigtable. Their Ford Pro Intelligence platform is a key area of focus.

ENGAGEMENT HISTORY

This is the fourth meeting related to Ford's cloud migration project. Previous discussions focused on understanding Ford's current cloud environment, future needs, and potential use cases for Cprime's cloud migration and architecture services.

EXTERNAL INTELLIGENCE

Ford is heavily invested in Google Cloud, prioritizing developer velocity and scalability. Their success with Cloud Run demonstrates a willingness to adopt modern cloud-native solutions.

TALKING POINTS

- ▶ 1. Discuss Cprime's experience migrating similar workloads to Google Cloud, highlighting successful implementation of Cloud Run.
- ▶ 2. Showcase how Cprime can accelerate Ford's migration timeline and minimize disruption to existing operations.
- ▶ 3. Present tailored DevOps and CI/CD implementation strategies to further improve developer productivity within Ford's Google Cloud environment.
- ▶ 4. Offer a focused assessment of their current architecture and provide recommendations for optimized cloud resource utilization.

KEY QUESTIONS

- ▶ 1. What are Ford's biggest challenges in scaling their cloud migration efforts?
 - ▶ 2. How can Cprime help Ford accelerate their migration timeline and achieve their desired business outcomes faster?
 - ▶ 3. What are Ford's key performance indicators (KPIs) for measuring the success of their cloud migration?
 - ▶ 4. What is Ford's governance model and processes for managing cloud resources?
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RISKS & OPPORTUNITIES

⚠ **Risks:** Potential budget constraints might limit the scope of the migration project. • Ford's internal IT team might have existing processes or preferences that conflict with Cprime's proposed solutions.

🚀 **Opportunities:** Expand engagement by offering DevOps and CI/CD implementation services alongside cloud migration. • Position Cprime as a long-term partner for ongoing cloud optimization and management.

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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