🚀 CPRIME TECHNOLOGIES

PRE-CALL BRIEFING DOCUMENT

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🎉 **URGENT: Meeting in 14 minutes**

Meeting: pepsico meeting final
Date: 6/8/2025, 8:30:00 pm

PRE-CALL BRIEFING: pepsico meeting final

Meeting: Wed, Aug 6, 08:30 PM
Type: FOLLOW-UP
Location: Not specified
Attendees: joshnaacsha.25cs@licet.ac.in, joshnaacsha@gmail.com

CLIENT CONTEXT

PepsiCo is undergoing digital transformation, actively migrating applications to the cloud and focusing on AI, supply chain optimization, and personalized consumer experiences. They are pursuing a cloud-first strategy with AWS.

ENGAGEMENT HISTORY

This is the 4th meeting with Joshna, where previous discussions established PepsiCo's interest in our cloud capabilities. No specific project notes were available.

Previous Meetings: 3 meetings on record

EXTERNAL INTELLIGENCE

PepsiCo is collaborating with AWS to accelerate digital transformation, including AI and supply chain optimization. The primary contact is joshnaacsha@gmail.com, whose role is currently unspecified.

Research Query: "PepsiCo cloud repository solutions"

ATTENDEE INTELLIGENCE

ATTENDEE INTELLIGENCE (1 profiles researched)

1. joshnaacsha@gmail.com
• Company/Domain: gmail.com
• Role: Position not specified

MEETING APPROACH SUGGESTIONS
• Recommended prep: Review attendee contexts above for personalized talking points

Research conducted: Aug 06, 2025 20:15 | Sources: Professional directories and public profiles

TALKING POINTS

▸ 1. Highlight Cprime's expertise in AWS cloud migration and architecture, referencing PepsiCo's existing partnership.

▸ 2. Discuss our capabilities in DevOps and CI/CD implementation, crucial for efficient cloud application management and optimization.

▸ 3. Present case studies showcasing successful cloud transformations for large enterprises, emphasizing ROI and reduced operational costs.

▸ 4. Address cloud FinOps strategies, referencing PepsiCo's active cost management efforts and how Cprime can help optimize their cloud spending.

KEY QUESTIONS

▸ 1. Can you elaborate on PepsiCo's specific challenges and priorities within the AWS migration process?

▸ 2. What key performance indicators (KPIs) are you tracking to measure the success of your cloud initiatives?

▸ 3. What are the biggest roadblocks and pain points the team is facing related to cloud adoption and migration?

▸ 4. What is the timeline for your cloud migration project and how can we align our strategy with your timeline?

RISKS & OPPORTUNITIES

⚠️ **Risks:** Unclear understanding of the specific decision-making process and Joshna's role. • Potential for competing cloud solutions already under consideration by PepsiCo. • Focus on cost savings may overshadow the value of strategic consulting and long-term optimization.

🚀 **Opportunities:** Position Cprime as a strategic partner, providing ongoing support and optimization throughout PepsiCo's cloud journey. • Expand the engagement to encompass DevOps and CI/CD implementation, supporting faster application development and deployment. • Offer specialized services for cloud FinOps, helping PepsiCo manage and optimize their cloud spending.

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

MEETING CONTEXT

Meeting Description: Not provided

Pre-Meeting Checklist: Review action items • Prepare technical diagrams • Confirm attendees • Ready follow-up template

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Data Sources: 3 prev meetings • 0 project notes • External research: Yes • Attendee profiles: Yes

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