

Email #1

From: Peta

To: Gilly

Subj: Request to help convince Omar and Dianna to agreeing on limited scope

Hi Gilly,

As discussed earlier Omar has ambitious sales goals and to achieve that he is insisting on expanding the tablet rollout pilot to the entire dining area as opposed to the current plan of bar section only. I can see how this looks very promising from a sales point of view however we need to consider if things don't go as per the plan.

This plan can have many unfavorable impacts as below

1. The scope and capacity will have to be increased n-fold
2. This would put lot of pressure on kitchen as kitchen is understaffed for even the pilot of bar rollout
3. In case of any issues during the pilot, it will be more difficult to manage it without damaging the reputation
4. It might ensure profit increase but the risk is too high
5. Timelines have to be pushed, meaning the project will be delayed

It is better to start small and grow slow to ensure that we do it right.

Please help me convince Omar and Deanna that starting small is far more beneficial than speeding up the process with more risk exposure.

Best,

Peta

Email #2

From: Peta

To: Alex

Subj: Request to help convince Omar and Dianna to agreeing on limited scope

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This plan can have many unfavorable impacts as below

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8. In case of any issues during the pilot, it will be more difficult to manage it without damaging the reputation
9. It might ensure profit increase but the risk is too high
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