

Subject: Summarizing the Obligation that BCG Members might face during the Meeting

Dear Project Leader - Asaf,

I think the following department may face obligations during the meeting,

1) Department: Group Chief Financial Officer (CFO)

- Obligations:

- a. Financial Impact:

The CFO may be concerned about the financial implications of implementing the handset leasing model. They might question the cost-effectiveness, potential risks, and impact on the company's financial statements.

b. Budget Allocation:

The CFO may have concerns about allocating the budget for leasing handsets, especially if it requires a significant upfront investment or affects existing budgetary plans.

- Mitigation strategies:

a. Financial Analysis:

Prepare a detailed financial analysis demonstrating the cost savings and potential return on investment (ROI) of the handset leasing model compared to the current approach. Highlight factors such as reduced capital expenditure, improved cash flow, and the ability to upgrade devices frequently.

b. Risk Assessment:

Conduct a thorough risk assessment, considering device depreciation, maintenance costs, and termination fees—current strategies to mitigate these risks demonstrate that the benefits outweigh the potential downsides.

c. Budget Planning: Provide a clear plan for budget allocation, including a breakdown of the initial investment, ongoing lease payments, and any other associated costs. Show how the budget can be reallocated or adjusted to accommodate the handset leasing model without negatively impacting existing financial plans.

2) Department: Group Chief Human Resources Officer (CHRO)

- Obligation:

A) Impact Of handset Leasing On Employee Morale

The CHRO may be concerned about the impact of the handset leasing model on employee morale. They may be worried that employees will be unhappy that they will no longer be able to own their handsets.

B)Overseeing the company's overall HR strategy.

This includes developing and implementing HR policies and procedures, managing the HR budget, and ensuring that the company's HR practices are compliant with all applicable laws and regulations.

C)Managing the company's talent pool.

This includes attracting, recruiting, and hiring top talent; developing and retaining employees; and managing performance reviews and compensation.

D) Promoting a positive and productive workplace culture.

This includes creating a safe and healthy work environment, fostering diversity and inclusion, and resolving employee relations issues.

Mitigation Strategy:

A) Emphasizing the benefits of Handset Leasing :

We can address the CHRO's concerns by emphasizing the benefits of the handset leasing model for employees. For example, we can point out that the model will give employees access to the latest handsets without paying the full upfront cost. We can also assure the CHRO that the company will take steps to ensure that employees are happy with the new model.

B) Managing Change:

CHROs often play a crucial role in managing organizational change, such as mergers and acquisitions, restructuring, and new product launches.

C) Building relationships with key stakeholders.

CHROs need to build strong relationships with employees, managers, executives, and other stakeholders to be effective.

D) Staying up-to-date on HR trends.

The HR field is constantly evolving, so CHROs need to stay up-to-date on the latest trends to provide their organizations with the best possible HR advice and services.

Sincerely,

Nihar Jani

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BCG