0:0:0.0 --> 0:0:0.350  
Shubham Zope  
Umm.

0:0:2.960 --> 0:0:3.640  
AJAY NAIR  
OK, next track.

0:0:2.960 --> 0:0:3.650  
Shubham Zope  
Start quote.

0:0:4.720 --> 0:0:5.20  
AJAY NAIR  
Yep.

0:0:4.540 --> 0:0:10.530  
Shubham Zope  
But what? Good morning, everyone. Let's go ahead and get started with today's meeting.

0:0:12.520 --> 0:0:13.10  
AJAY NAIR  
Morning.

0:0:13.750 --> 0:0:16.830  
AJAY NAIR  
Sorry I'm a little late. Traffic was a nightmare.

0:0:17.850 --> 0:0:25.280  
Shubham Zope  
No problem. Let's begin by reviewing the agenda for today. First on the list is quarterly sales report.

0:0:27.60 --> 0:0:41.860  
AJAY NAIR  
Right. I have the report here. Overall, our sales have increased by 5% compared to last quarter. However, we did see a dip in the Western region which we need to address.

0:0:43.330 --> 0:0:49.490  
Shubham Zope  
That's concerning the we have. Any ideas on why sales in the Western region have decrease?

0:0:51.940 --> 0:1:10.510  
AJAY NAIR  
What team has identified a few potential reasons? One is increased competition from a new company that entered the market, another is a decrease in customer satisfaction as we have received several complaints about our about our service in that region.

0:1:12.30 --> 0:1:21.200  
Shubham Zope  
OK, so we need to come up with a plan to address both of these issues. Any ideas on how to improve customer satisfaction?

0:1:23.910 --> 0:1:39.190  
AJAY NAIR  
We have been thinking about increasing the frequency of customer check-ins and offering more personalized service. We have also been considering offering promotions or discounts to drive more sales.

0:1:41.720 --> 0:1:53.670  
Shubham Zope  
Those all or get ideas? Let's put together A-Team to focus on improving customer satisfaction in the Western region and see if we can come up with a more concrete plan.

0:1:55.980 --> 0:2:0.20  
AJAY NAIR  
Sounds good. I will start putting together a team.

0:2:1.440 --> 0:2:17.730  
Shubham Zope  
Great. Next on the agenda is the budget for the next quarter. As you all know, we have tight budget this year due to the pandemic. So it's important that we prioritize our spendings and find ways to cut costs wherever possible.

0:2:19.370 --> 0:2:40.20  
AJAY NAIR  
I agree one area where I think we can save money is by reducing our travel expenses. With the rise of virtual meetings, there is no need for us to fly out for every meeting. We can also consider using video conferencing instead of in person meetings when possible.

0:2:41.790 --> 0:2:51.380  
Shubham Zope  
That's a good point. Let's see if we can shift as many meetings as possible to virtual platforms and cut down on unnecessary travel.

0:2:52.940 --> 0:2:54.750  
AJAY NAIR  
I will work on identifying.

0:2:55.810 --> 0:3:2.290  
AJAY NAIR  
Which meetings can be done virtually and see if we can come up with a plan to implement this?

0:3:3.350 --> 0:3:12.420  
Shubham Zope  
Excellent. Alright, let's move on to the next item on the agenda, the new product launch, how is the team progressing with the launch?

0:3:13.810 --> 0:3:25.590  
AJAY NAIR  
We are making good progress. The product design is finalized and we have started production. However, we are running into some challenges with our supply chain.

0:3:26.930 --> 0:3:28.710  
Shubham Zope  
Can you elaborate on that?

0:3:30.290 --> 0:3:39.370  
AJAY NAIR  
We are experiencing delays in receiving some of the raw materials we need for production. It is causing us to fall behind schedule.

0:3:40.630 --> 0:3:47.70  
Shubham Zope  
That's not good. We do. Do we have any backup suppliers we can use to help us get back on track?

0:3:48.940 --> 0:4:3.470  
AJAY NAIR  
They do have some backup suppliers, but they may not be able to meet our demand in the short term. We are also looking into alternative materials we can use to keep production moving forward.

0:4:4.690 --> 0:4:13.180  
Shubham Zope  
OK, let's prioritize finding a solution to this issue as soon as possible. We can't afford any further delays with the launch.

0:4:14.610 --> 0:4:20.550  
AJAY NAIR  
Absolutely. I'll work with the team to see what options we have and come up with a plan.

0:4:21.880 --> 0:4:24.830  
Shubham Zope  
Great. Alright. It looks like we have covered.

0:4:27.350 --> 0:4:27.740  
AJAY NAIR  
OK.

0:4:28.620 --> 0:4:29.0  
AJAY NAIR  
Thank you.

0:4:30.190 --> 0:4:31.210  
Shubham Zope  
OK. Thank you.