**Therese M. Parks,**

**702 SW 8th St,**

**Bentonville, AR 72712**

**Date: 6th December 2021**

**Subject: Meeting Invitation for Presentation**

**Mr. Doug McMillon & Board of Directors**

**Walmart, Inc.**

**702 SW 8th St,**

**Bentonville, AR 72712**

To Mr. Doug McMillon & my fellow Board of Directors,

As the CIO of *Walmart Inc.,* I have been asked to help complete a new project which shows all the signs of propelling the company forward. Thus, I have reviewed the company’s financial statements anddetermined the budget and cash flow for the IT department.The proposed IT solution, the implementation of *NetSuite’s Unified CRM and ERP system*, aligns with the company’s strategic goal: *To Increase the average transaction amount per consumer visit to the store and website.*

Since the proposal document which I have constructed, is extensively detailed, I have prepared a presentation which I would like share with you on December 15th, 2021. The presentation will serve to give an information overview of the proposed implementation, answer questions, and resolve any outstanding concerns. Following is project description and an outline of the key points of the project analysis and proposal report:

**NetSuite’s Unified CRM and ERP System**

**Description**

*NetSuite’s unified CRM and ERP system* can massively *increase sales performance* by equipping sales with real-time access to prospective customers, existing customers, and order records. It has “integrated sales processes from opportunity, upsell and quote management to sales forecasting, order management, fulfillment and commission, sales performance is greatly improved” (Oracle NetSuite, n.d.).

**Aligns with Company Goals**

This means that implementingNetSuite’s unified CRM and ERP system aligns with the company’s strategic goal: *To Increase the average transaction amount per consumer visit to the store and website.* Many large companies, including, but not limited to, *Nestle, Wells Fargo & Company, T-Mobile Retail USA, Audi of America,* and *Accenture,* have found success in using NetSuite’s unified CRM and ERP system, and *Walmart* can too (Apps Run the World, 2021).

**Aligns with Project Cost**

Implementing NetSuite’s unified CRM and ERP system would cost $19,500,000 (over the next quarter). The initial project costs given in the company’s financial fact sheet is $19,500,000. This means that the cost of the project *aligns with the initial project cost* given in the company’s financial fact sheet.

Presentation Outline:

1. **NetSuite’s Unified CRM and ERP Description**
2. Aligns with Company Goals
3. Aligns with Project Cost
4. **Current Financial Position Metrics**
5. Net Profit
6. Retained Earnings
7. Liquidity Ratios
8. Current Position Analysis
9. Current Position Analysis Ratio 1: Current Ratio
10. Current Position Analysis Ratio 2: Working Capital
11. Solvency Ratios
12. Solvency Ratio 1: Ratio of Fixed Assets to Long-Term Liabilities
13. Solvency Ratio 2: Times Interest Earned
14. Profitability Ratios
15. Profitability Ratio 1: Return on Total Assets
16. Profitability Ratio 2: Return on Stockholders’ Equity
17. Summary of Current Position Metrics
18. **Budgeted Income Statement**
19. Revenue from sales
20. Cost of Goods Sold
21. Gross Profit
22. Total Cost for All Selling and Administrative Budget
23. Income from Operations
24. Interest Revenue
25. Interest Expense
26. Income Before Income Tax
27. Income Tax
28. Net Income
29. **IT Procurement Plan Description**
30. IT Procurement Plan Resources
31. IT Procurement Plan Leasing Versus Buying
32. **Funding the Project**
33. Plan for Funding the IT Investment Project
34. Total Capital
35. The Dollar Amount of Common Equity
36. The Dollar Amount of Preferred Stock
37. Justification for Funding the IT Investment the Project
38. Weighted Average Cost of Capital (WACC)
39. Marginal Cost of Capital (MCC)
40. Average Rate of Return
41. Net Present Value
42. **Summary**

Your attendance and/or RSVP will be greatly appreciated. Copies of the business proposal document will be given to each person on the day of the presentation for your reference. I will be happy to answer any questions or concerns that you may have regarding this meeting invitation.

Respectfully yours,

Therese M. Parks

Chief Information Officer,

Walmart, Inc.