Hello Assaf,

Our solution of handset leasing will go well with all departments of the company except a few departments where I see a few concerns they may have.

The Department may show a few issues:

1. **Financial Department**

**Issue:** Financial Department concern may be related to some negative cash flow as they need to hire handsets from different mobile companies.

1. **Commercial Department**

**Issue:** Do people located in different geographical regions will find this scheme beneficial as part of the population belong to the rural areas and have income below the belt.

**Solution to their concerns:**

We can address issue related to the Commercial Department by launching this scheme firstly in urban areas and later with time the company can expand this plan in other regions also. Hence over time sales will increase.

Looking at the concern which may raise from the Financial Department, in initial days there will be negative cash flow but as this plan will proceed revenue metric will increase which will lead to an increase in profit of the company.

We can propose these solutions to the client and make them believe that the handset leasing plan will their company have profit in the future.

Thanks.