ZenithTech Solutions — Q3 Departmental Strategy Meeting

\*\*Date:\*\* July 18, 2024

\*\*Location:\*\* Global HQ / Hybrid

# Attendees:\*\*

* Priya Rao (VP of Finance)
* Daniel Morgan (Sales Director)
* Li Chen (Head of Marketing)
* Elena Rodriguez (IT Ops Lead)

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# Agenda:

1. Q2 Recap and Learnings

2. Forecast Adjustments for Q3-Q4

3. Cross-Department Alignment

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# Key Outcomes:

* Q2 revenue beat forecast by 6.4%.
* Cost centers under scrutiny: Cloud infra spend exceeded by 13%.
* Finance will roll out revised budget planning tool by Sept 5.
* Sales to pilot dynamic discounting model in EMEA.
* IT Ops requested emergency bandwidth upgrade post-August.

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# Action Items:

* Budget tool onboarding training: Aug 15
* Sales pilot kickoff: Sept 1
* Next sync: Oct 10, 2024