**Email #1**

| From: Peta  To: Alex  Subj: Support for Expansion Decision  Greetings Alex!  I hope you are doing well. First, I’d like to thank you for all your involvement with the project thus far. Your steadfast critical thinking makes me confident that we will be successful in the project roll out.  Mainly, I’m writing to you regarding Omar's intent to roll out the expansion to all the dining areas. I’m sure that we would all agree that expanding to all areas is beneficial to the company’s overall revenue goals. And, I’m confident in our team’s abilities to support whatever the company decides to do. However, while the intent is admirable, the benefits may not outweigh the associated risks as we discussed during our last conversation along with our other team members.  Being able to first roll out on a smaller scale such as in the bar area, allows us to work within our budget and schedule. At this scale, should any untoward event occur such as system downtime, we can quickly recover and resolve issues without affecting operations to maintain customer satisfaction and employee morale due to possible overload of work. The small scale rollout will also allow us to monitor its actual cost-benefit performance and from there, decide whether it may be suitable to have it in all areas. Overall, working on a smaller scale first, derisks the company’s budget, time, and effort and maximizes the opportunity to verify if the tablets would be effective.  May I ask for your support to present this case to Omar and Deanna? Your support may enlighten them as well to the idea that starting on a smaller scale helps the company’s revenue goals more efficiently. Since the idea of starting the roll out in all areas has merit as well, we can propose to shorten the monitoring of the tablets’ effectiveness as an alternative to the current goals in the charter if they really want to roll out to all areas as soon as possible.  I know you have the company’s best interest at heart as well and please do let me know what you think.  Best regards,  Peta |
| --- |

**Email #2**

| From: Peta  To: Gilly  Subj: Support for Expansion Decision  Greetings Gilly!  I hope you are doing well. First, I’d like to thank you for all your involvement with the project thus far. Your confidence in your branch’s capabilities are truly inspiring and I’m looking forward to the next stages of implementing our plans. I have also written to Alex regarding the matters I discuss in the following.  Mainly, I’m writing to you regarding Omar's intent to roll out the expansion to all the dining areas. I’m sure that we would all agree that expanding to all areas is beneficial to the company’s overall revenue goals. And, I’m confident in our team’s abilities to support whatever the company decides to do. However, while the intent is admirable, the benefits may not outweigh the associated risks as we discussed during our last conversation along with our other team members.  Being able to first roll out on a smaller scale such as in the bar area, allows us to work within our budget and schedule. At this scale, should any untoward event occur such as system downtime, we can quickly recover and resolve issues without affecting operations to maintain customer satisfaction and employee morale due to possible overload of work. The small scale rollout will also allow us to monitor its actual cost-benefit performance and from there, decide whether it may be suitable to have it in all areas. Overall, working on a smaller scale first, derisks the company’s budget, time, and effort and maximizes the opportunity to verify if the tablets would be effective.  May I ask for your support to present this case to Omar and Deanna? Your support may enlighten them as well to the idea that starting on a smaller scale helps the company’s revenue goals more efficiently. Since the idea of starting the roll out in all areas has merit as well, we can propose to shorten the monitoring of the tablets’ effectiveness as an alternative to the current goals in the charter if they really want to roll out to all areas as soon as possible.  I know you have the company’s best interest at heart as well and please do let me know what you think.  Best regards,  Peta |
| --- |