**Email 1: Setting up a meeting with Zomato’s CEO.**

**Subject: Follow-up meeting – PoC creation to implement solutions recommended by your team.**

Sir,

This email is regarding the follow-up meeting associated with the creation of PoC to implement the solutions recommended by your team. Kindly let me know the time and location of this follow-up meeting.

**Thanks & Regards,**

Shrimanta Satpati.

**Consultant, KPMG Digital Lighthouse**

**Email 2: Emailing the meeting notes and action items to Zomato’s CEO.**

**Subject: Regarding the follow-up meeting pointers.**

**Sir,**

**Here are the meeting notes and actions items for the follow-up meeting.**

* The idea of a PoC is good
* Need to achieve back 50% market share within 3 months
* How long will the PoC take before it can be rolled out at scale?
* What about the commercials of the pilot? Can it be a KPMG investment?
* Who all do we need from Zomato’s side for the PoC?
* New segment exploration opportunity in grocery delivery – we need to share some research

**Thanks & Regards,**

Shrimanta Satpati.

**Consultant, KPMG Digital Lighthouse**