

Minutes of Meeting

Meeting Summary			
Meeting Title	Meeting Test for Demo 11/02/2025 Meeting ID: NTSPL /11022025/0002		
Date & Time	11 Feb 2025 , 10:53 AM to 11:53 AM	Meeting Mode	Physical
Location	Conference Room 502, DLF Cyber City		

Attendance		
#	Name & Email	Attendance
1	Aditya Kumar Sahoo (aditya.sahoo@ntspl.co.in)	Present
2	Biplab Nayak (biplabb@ntsyypl.co.in)	Present
3	Steephen Fleming (steephen@gmail.com)	Absent
4	Harihara Nayak (node.js@ntspl.co.in)	Absent
5	Dibya Saurav Nayak (dsn@g.com)	Present
6	Debasis Behera (intern@ntspl.co.in)	Present
7	Guest z (guz@g.com)	Absent

Dear Sir/Madam,

With reference to the meeting held on 11 Feb 2025, please find the below points for your reference.

Agenda Title (1)
Opening Remarks
Topic To Discuss
<ul style="list-style-type: none">Quick recap of last month's progress and key takeaways

Agenda Title (1)				
Opening Remarks				
<ul style="list-style-type: none"> Current month progress according to individual and team responsibilities. 				
#	Minutes	Responsible Person	Due Date	Priority
1	<p>Minute Title Minute One Added</p> <p>Minute Description</p> <ul style="list-style-type: none"> Need to set accountability for lead generation and budget understanding of different govt. departments / agencies. Identify specific revenue goals from government tenders and projects. Number of proposals/RFPs to be submitted and minimum win ratio targets. Key action: Discuss with CA/ Legal teams to ensure timely submission and adherence to procurement norms. Partnership/ Alliances with different partners to create JV opportunities in Govt. business. Need to set deadlines & accountability for all possible alliances. Need to identify and reach target govt. customers for all available solutions with NT SPL and Partner's. According to extended business portfolios need to identify the target enterprise business. 	Aditya Kumar Sahoo (aditya.sahoo@ntspl.co.in)	19 Feb 2025	Normal

Agenda Title (2)				
Target Setting for December to January 2024				
Topic To Discuss				
<p>a. Government Business Targets:</p> <ul style="list-style-type: none"> • Need to set accountability for lead generation and budget understanding of different govt. departments / agencies. • Identify specific revenue goals from government tenders and projects. • Number of proposals/RFPs to be submitted and minimum win ratio targets. • Key action: Discuss with CA/ Legal teams to ensure timely submission and adherence to procurement norms. • Partnership/ Alliances with different partners to create JV opportunities in Govt. business. Need to set deadlines & accountability for all possible alliances. • Need to identify and reach target govt. customers for all available solutions with NT SPL and Partner's. • According to extended business portfolios need to identify the target enterprise business. <p>b. Enterprise Business Targets:</p> <ul style="list-style-type: none"> • Set goals for new client acquisition, upselling existing services (Chatbots, WhatsApp business API, security audits, hosting packages & etc.), and cross-selling website redesign to current clients. • Define revenue targets from top-tier and mid-level enterprise accounts. • Need to identify and reach target enterprise customers for all available solutions with NT SPL and Partner's. • All solutions presentation and sister site must be prepared along with white papers. • According to extended business portfolios need to identify the target enterprise business. • Key action: Improve lead nurturing, refine value propositions, and implement targeted marketing to enterprise segments. <p>c. Market Reach Expansion (<u>December to January 2024</u>):</p> <ul style="list-style-type: none"> • Number of new leads generated from digital marketing campaigns, social outreach, and webinars. • Targets for LinkedIn, email marketing campaigns, and industry events attended. 				
#	Minutes	Responsible Person	Due Date	Priority
1	Minute Title Minute 2 Added	Abhishek Sharma2 (abhishek2022@g.com)	13 Feb 2025	Normal

Agenda Title (2)				
Target Setting for December to January 2024				
	Minute Description <ul style="list-style-type: none"> • Set goals for new client acquisition, upselling existing services (Chatbots, WhatsApp business API, security audits, hosting packages & etc.), and cross-selling website redesign to current clients. • Define revenue targets from top-tier and mid-level enterprise accounts. • Need to identify and reach target enterprise customers for all available solutions with NTSPL and Partner's. • All solutions presentation and sister site must be prepared along with white papers. • According to extended business portfolios need to identify the target enterprise business. • Key action: Improve lead nurturing, refine value propositions, and implement targeted marketing to enterprise segments. 			

Agenda Title (3)	
Government Business Target	
Topic To Discuss	
<p>a. Government Business Targets:</p> <ul style="list-style-type: none"> • Need to set accountability for lead generation and budget understanding of different govt. departments / agencies. • Identify specific revenue goals from government tenders and projects. • Number of proposals/RFPs to be submitted and minimum win ratio targets. • Key action: Discuss with CA/ Legal teams to ensure timely submission and adherence to procurement norms. 	

Agenda Title (3)				
Government Business Target				
<ul style="list-style-type: none"> Partnership/ Alliances with different partners to create JV opportunities in Govt. business. Need to set deadlines & accountability for all possible alliances. Need to identify and reach target govt. customers for all available solutions with NT SPL and Partner's. According to extended business portfolios need to identify the target enterprise business. <p>b. Enterprise Business Targets:</p> <ul style="list-style-type: none"> Set goals for new client acquisition, upselling existing services (Chatbots, WhatsApp business API, security audits, hosting packages & etc.), and cross-selling website redesign to current clients. Define revenue targets from top-tier and mid-level enterprise accounts. Need to identify and reach target enterprise customers for all available solutions with NT SPL and Partner's. All solutions presentation and sister site must be prepared along with white papers. According to extended business portfolios need to identify the target enterprise business. Key action: Improve lead nurturing, refine value propositions, and implement targeted marketing to enterprise segments. 				
#	Minutes	Responsible Person	Due Date	Priority
1	<p>Minute Title Minute 3 Added</p> <p>Minute Description</p> <ul style="list-style-type: none"> Need to set accountability for lead generation and budget understanding of different govt. departments / agencies. Identify specific revenue goals from government tenders and projects. Number of proposals/RFPs to be submitted and minimum win ratio targets. Key action: Discuss with CA/ Legal teams to ensure timely submission and adherence to procurement norms. 	Ranveer Kesav (rks@g.com)	12 Feb 2025	High

Agenda Title (3)

Government Business Target

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| | <ul style="list-style-type: none">• Partnership/ Alliances with different partners to create JV opportunities in Govt.• business. Need to set deadlines & accountability for all possible alliances.• Need to identify and reach target govt. customers for all available solutions with NTSPL and Partner's.• According to extended business portfolios need to identify the target enterprise business. | | | |
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