EMEA FastTrack Ready Partner ECIF Refresher Office Hours Meeting Recording

December 12, 2024, 2:00PM

33m 41s

Amy Jarosky (AG Consulting Partners Inc) 0:20

Welcome everyone.

Thank you so much for joining us today for the EMEA fast track ready partner Esif refresher office hours.

We are very excited to have you all here today with us.

As always, we are recording this call and the recording as well as the deck will be available on the FPC Portal blog within the next day or so.

So if you'd like to rewatch the session, you may head on over to the portal to do that.

If you would like to turn on live captions.

Can click on the more button in your teams app. Also if you have any questions along the way, feel free to post them in the chat.

We have an awesome team here on board ready to support you throughout the presentation and we will also have some time at the end for Q&A where we will enable the mics.

So you can come off of mute if you would like to ask your question in that way.

Also for the team we have here, Ben Tappenden, we have Johnny Caldwell, we have Rudra Pratty and with that I will now turn it on over to our first presenter, Ben Tappenden.

Ben Tappenden 1:33

Thanks very much, Amy. Good afternoon.

Good evening, everyone. As Amy says, thank you for taking the time to join us this afternoon.

So the bulk of the content is actually going to be presented to you by Rudra. What I wanted to do was just let you know effectively why we're here, why we're talking to you. So as Fastrak partners, a number of you, probably most of you on this call.

Will at some point have been or will be.

Involved in Esif engagements with your customers.

And for any customer that is one of our prioritized customers that is aligned to our FTA team.

Our ease of champs in that FTA team will perform a review of the statement of work that comes in from you as a partner and will be part of that approval process and feedback process for that esif esif application to be approved.
So what Rudra is going to do today is just talk you through.
So the things that they look for when they're performing their statement of work review, what are the things that you need to make sure you include and provide detail on to really minimize any potential for pushback and to hopefully streamline that process and allow you to start working.
With the customer. So at this point I am going to hand over to you Rudra.


Rudra Pratap Chakrabarty 2:58
Thank you so much, Ben and good afternoon. Good morning, everybody. Whoever and wherever you are joining this meeting from.
Thank you so much for joining the drop in clinic today.
My name is Rudra.
I am one of the fast track architects based out of Emia and currently based out of UK.
We'll start our session to understand and this is the following agenda.
We'll talk about Watson Asif. Then we'll talk about what are the partner artifacts for EC preview that's required.
We should all. We would also talk about some of the areas. What you should include as part of your statement of work.
Then we'll talk about AWBS plus CBS example so that we get an understanding from you how you need to prepare it for your requirements going forward and last five or 10 minutes, we'll keep for any Q&A from your end, so.
I'll move to the next slide.
So primarily some of you are majority of you would know what's the purpose of an Asif that's a program which.
Provides financial assistance to help customers maximize the benefits of Microsoft products from fast track side, we normally look at engaging partners to accelerate some of the key workloads under fast track and also some of the areas which customers need. Let's say, for example custom work which is outside.
Scope for fast track, now one of the key areas that you would ideally see.
Where a partner gets involved at an early stage is when.
Let's say for example, the account teams reach out to partners and how it works is in from Microsoft side is we normally.

We recommend up to three partners to the customer and then customer takes a call, which of them they will decide to go ahead with and from that point onwards till the actual program starts where the partner starts the delivery before the delivery, we actually have to make sure.
That we have a statement of work from you and there are certain other artifacts that are needed now primarily.
Why we need to have this kind of a session? Most of you are aware what Esif is how. The statement of work is required to be prepared, but important to call out also here. Is that how you should engage a fast track architect at an early stage when you are reached out by the accounting?
So the reason is that it avoids a lot of back and forth between the requirements which we'll talk about shortly, and it also helps us understand if there are any fast track overlaps so.
Ideally, in cases where there are fast track overlaps.
The It's a free offering from Microsoft and Fast Track right for customers as long as they have minimum 150 licenses for any of the workloads.
But when you when we decide to go through the statement of work, it is important to call out that we categorically call out what are those deliverables in the form of milestones, work breakdown in terms of activities and also the cost around each of those activities so.
I'll move to the next slide.
You talk about what are the key artifacts that we need for an easy preview. So primarily there are.
3-4 or five things that you see on your screen, which is important for us to make sure that you have with you before you start a fast track E safe review with the fast track architect. So first important point that we need to call out here is.
That you need to have a customer ready partner statement of work. By that we mean that you should have a statement of work.
Which should be seen by the customer.
Ideally, it may not be signed by the customer, but customer should see all the deliverables that are part of the statement of work.
And on top of it, it should have a clear breakdown of what are the outcome of the program or what is the outcome of that program. Now when we talk about a breakup, ideally the breakup means milestone.
So when, when for example, I'll take an example to illustrate.

So let's say for example you want to deploy E5 defender workload for a customer.
So defender workload.
Is something which also is in scope for fast track, but there are some scenarios which do not fall in scope and I wanted to quickly share with you something here which you can.
Take away. This is an important article for everyone on the call to take a look at. This is what we offer from fast track. Most of you are aware of this, but you can refer this article when you are preparing your statement of work. Now primarily when you.
Are preparing the statement of work. You need to look at this article and then decide if there is any overlap.
Or of similar offering from fast track.
So ideally it should make you should make sure that there are no overlaps.
Ideally, you should also identify what are the key areas that you can help.
Accelerate the customer in adopting the product and at the same time if there is any, let's say requirement from the customer which is not included as scope of Fasttrack.
That is something you should include as part of your work breakdown in terms of your milestones now another import.
Point to call out here is that when you talk about work breakdown structure or when you talk about the milestones in certain cases?
We we find that there is a short description of the milestone that we are provided with. That's not sufficient. What we are encouraging our partners to do going forward.
Is that you provide us a breakup of your activities inside milestones?
So these are, let's say and I'll show you the example how it may look like.
So when you define the activities, that's where we get an understanding as a fast track architect. That is this an overlap with fast track.
Is it in line with some of the fasttrack support that is available freely to the customer?
Or is it something which is more complex?
Which is more, let's say.
Hands on which fast track doesn't do onsite so.
If customers inquire or raise that kind of a scenario with you that we do not have enough support to run some of these key workloads, that's where you need to make sure that you have your statement of work aligned and also at the same time you do not.
Have any overlaps with fast track benefits which I discussed in the article.

Yeah. Now the other important part of it is let's say for example, in your statement of work, I'm just taking an example to illustrate.
Let's say you have.
Treatment of work for $2000 and in that $2000 you, let's say have two milestones milestone one for $1000 and milestone 2 for $1000.
What we need to make sure is that when you are defining that milestone, whatever whichever it is milestone one, you should call out the list of activities under milestone one which should add up to that cost of $1000 each for each of those milestones because that's where.
We'll be able to understand which are those activities which are.
Overlap with fast track versus which are the ones which are not overlapped, right?
So that's on that.
Artifacts required on the first part that you see on screen from statement of work, work breakdown structure and cost breakdown structure and how you can align with the fast track architect who does the esif review from Fast Track is that you should engage with the account team at.
A very early stage in terms of understanding if there is a requirement by any customer secondly.
You should have all these artifacts that we talked about in the earlier section in your statement of work.
Now it can be in two, two formats.
One is that it?
It should be ideally part of your statement of work which will have all the required important points that we just discussed and it could be added, let's say as an or a table to the statement of work.
Or it could be a separate document that you can kind of add to the statement of work. The purpose of these three artifacts are very important because of the fact that with the help of the statement of work, we get to understand what is the end objective of.
The program.
With the WBS or work breakdown structure, we can understand what are you trying to achieve in terms of the deliverables from milestones, and secondly the cost breakdown structure will give us an understanding how the costs are mapped to one-on-one with the respective work breakdown activities of.
A milestone. So I'll move to the next slide, which we'll talk about.

What should an sow have?
Because ideally this is where.
We would like you as our fast track ready partners or as partners to ensure they are part of your sow. So obviously you should know about what's in scope of the engagement.
Primarily that should call out what you are trying to deliver as part of the program.
You should also identify what is out of scope and call out in your sow.
Assumptions, for example, how the customer environment currently looks like.
Maybe from your scoping discussion with the customer or your initial discussion with the customer that should be part of your sow as well.
And then your deliverables and documentation around it, for example the one that I spoke earlier that you should have a table which will talk, talk about your milestones and as well as your work breakdown activities followed by your cost breakdown as well.
Then in your statement of work, you should have.
A combination of the responsibilities as per the racy matrix, for example, what is customer responsibility versus what is partner responsibility in the document?
You should also kind of talk about what are your tentative timelines by which you are trying to achieve this for the customer and any dates that you are trying to meet those deadlines. Now important point to call out here is that when you are mentioning the dates.
You should mention number of days for a particular milestone.
And it'll take to complete one milestone because again, when we will review that, we'll try to understand is this something that can be done at a accelerated rate or maybe this needs further fine tuning. That's where an earlier discussion with a fast track architect, the account team and.
The partner is important to align together with the customer requirement and then eventually the engagement value.
That is, for example, what are you trying to drive in terms of usage, and it's important that when.
Any of these requirements comes for an EASYF review.
There is a there's a requirement that it should be driving certain key. Let's say requirements for the customer.
It could be additional usage for the customer. Additional licensing for the customer, so maybe accounting could include you in a conversation with the customer to

understand. Is this an opportunity for presales to drive additional licenses for the customer?
That could also be the engagement value, because out of the discuss.
It's important for us to know that.
What are you driving as part of the engagement value from the statement of work?
You're preparing with the customer and last but not the least, the two important other facts, the work breakdown structure and the cost breakdown structure.
All right.
So I'll go to the next slide.
This is more about how your example should look like.
So this is more of just an for the purpose of this call that we prepared something, but feel free to prepare your individual templates that your organization.
Is aligned with in terms of how you can present this in the form of a template, either within the standard sow or as a separate annexure to the sow right.
So I'll just take a pause.
I know there are few questions, but feel free to come out of mute and ask your questions.
I think we'll move to the last slide.
Yeah, it's pretty much.
That's about it from our end.
But I just wanted to understand, are there any questions that you would like to discuss further based on what we discussed today?

Jonny Caldwell 15:34
Thank you, rudra.
I'll comment on that.

Rudra Pratap Chakrabarty 15:35
Good.

Jonny Caldwell 15:36
I've been keeping an eye on the chat. I've been trying to answer a few of them and I think Rudra, probably the question the most is do you have a template for an ace of statement of work?

Rudra Pratap Chakrabarty 15:49
All right.
No, ideally we don't provide any templates as such because again, it's important for organizations or partners who work with us.
They carry their own templates or have their organization templates that are designed internally so you can use any of their existing formats that you have, but ideally they should have all of those artifacts we discussed earlier.

Jonny Caldwell 16:14
Thanks. I answered that one in the chat and I think Willie had raised that one.
I think there's often objections about the formatting of those things.
The point I made was that it's mostly the.
It's more the contents.
That's what's important. And usually we see our partners have their own sections, like how you run and govern projects, your own types of project.
Constraints or definitions for roles, responsibilities and so on.
That typically we wouldn't have a template for.

Rudra Pratap Chakrabarty 16:42
Yes, absolutely.
Agree. Thanks you, Johnny. Yes. Allison, please.

Jonny Caldwell 16:45
Thanks rudra.
You have a hand as well.

AP **Alison Pham** 16:50
Hey, thank you, Rudra. Allison fan bluvoyant from the USI will just express my experience with Esif. I've been working with esif for years now.
I think it's really important that Microsoft provide partners with the standardized template.
I will tell you that.
It reduces the amount of friction and time in review on the Microsoft side. I can't tell you how long Yusuf can take to get approval.

And it's very difficult if every partner has a different format.
You know, we try to fill out this information consistently, but I've been fortunate enough to be able to get templates from Microsoft and use those.

Rudra Pratap Chakrabarty 17:27
Yeah, I.

Alison Pham 17:35
And that has returned some dividends for us.

Rudra Pratap Chakrabarty 17:36
Yeah.

Alison Pham 17:38
So that's a a point of feedback. I think Microsoft really needs to take into consideration.

Rudra Pratap Chakrabarty 17:42
Sure.
Sure, we can take that back with the required team to understand if there is any available format. But for my understanding, because of compliance reasons, we cannot actually provide a specific template.
It's more like whatever your organization decides to provide as a statement of work.
We are fine with any of those formats considering they have all of those artifacts aligned in it, because for us just to tell you the.
Role that we play as fast track architects, you may be aware of this, Allison, but as fast track architects, we are not the final approvers of the funding.

Alison Pham 18:23
Yes. Yep, I'm aware of that. Yep.

Rudra Pratap Chakrabarty 18:24
So yeah.
So for us it is important we get to see those important points that we highlighted on the screen that you that you all can see as part of your document in various occasion

that we have had a discussion with partners and it's important again for that reason that.
We engage a partner.
With us through the account team at an early stage because that helps us set that expectation on what is expected as part of that document, so.
In some cases, I agree that it goes through back and forth and obviously because of the reason that some of these are, let's say, areas or opportunities for partners to drive some of the customer workloads. But again, for us as fast track architects, we need to balance that.
Out to understand if this is really an overlap with fast track or this is not a overlap at all, so that is something.

AP **Alison Pham** 19:14
Yeah. No, I understand that.

Rudra Pratap Chakrabarty 19:16
Yeah, that's. I mean, we apologize that ideally we do not provide such templates because of compliance reasons, but we'll take that feedback back to the internal teams.
For consideration in near future.

AP **Alison Pham** 19:29
Yeah. And to that point, we're dry.
I understand, but I I, as I mentioned, I have a template from Microsoft and they they take it and the folks on the Microsoft side are very appreciative that we have that template and are getting things.

Rudra Pratap Chakrabarty 19:42
Fine. So.

AP **Alison Pham** 19:43
Yeah. So I just that you know, I totally understand your point.
I've talked to lots of people and This Is Us specifically. OK? I can't. I mean, I work with I.
I'm a global resource so I do work across Europe as well.

And I mean that's the response we get is that we appreciate that you guys are actually filling out the template.
So I I just I think as as you notice a lot of people agreed with me.
So I think.

Rudra Pratap Chakrabarty 20:10
Yeah. And I, yeah, I understand, Allison, where you are coming from and ideally what what I would suggest at this point is we do not want.
Us to kind of.
Provide anything which has not been confirmed internally by Microsoft. You're getting my point.
Right. So everything internally in Microsoft goes through a legal process or a waiting process?

Alison Pham 20:31
Yes.

Rudra Pratap Chakrabarty 20:36
So we do not want to hold things back from the partner side if, let's say for example you have your own template or you have your own way of presenting the statement of work because ideally that's an agreement between.
The partner and the customer, what you are talking about the template that you have been provided from Microsoft and if I'm not wrong that is called a.
End supplier agreement or ISA template as we call it. So ISA template is not the final customer facing document based on the ISA template which will have the deliverables called out, you will finally prepare the customer facing final statement of work which customer will see, agree and then.
Sign off.
That is what we need for the purpose of review.
So then there may be a small confusion that.
Is the right template to follow. So the answer to this is whichever template you want to use, it's fine.
But it should have the artifacts that we need for review.
So that's what I wanted to call out.

Alison Pham 21:39
Thank you, rudra.

Rudra Pratap Chakrabarty 21:39
No worries.
Yeah. Any other question anybody would like to come out of mute.

Jonny Caldwell 21:48
Some in the chat room.
Maybe we'll just take a pause and wait to see if anyone wants to come off mute first before we go to the chat.

Rudra Pratap Chakrabarty 21:54
OK.
Yep, Willie. Yes, Willie. Go ahead.

Willy Beck 22:00
Yeah. Can you hear me?

Rudra Pratap Chakrabarty 22:01
Yeah, we can hear you.

Willy Beck 22:02
Yeah.
Thank you and thank you for your answers.
I have another question and that is basically regarding the Microsoft sales teams.
Are they aware of the esif process?

Rudra Pratap Chakrabarty 22:19
Yes, they are.

Willy Beck 22:21
Yeah, because that is basically why I'm asking for this statement. A word template.
And because sometimes I have to explain the process for them as well.

Rudra Pratap Chakrabarty 22:36
Again, it's a very good question and it's a very good question valid. Ideally what we that's also the reason that when the request comes through an account team, it's important that you you have a discussion with the account team and let them know that.

Willy Beck 22:36
So. So, so yeah.

Rudra Pratap Chakrabarty 22:54
It's important for them to review the requirement before it comes for an EC review with us as fast track architects.
So the main thing is and and and you know about how different teams come in at different point of time to put the proposal across at the end of all of this is what we want to make sure that we deliver the customer requirement within the timelines that.
The customer agrees to engage a partner.
Yes, from a sales team perspective at some point.
If some of these information are not available, that's the purpose of the drop in clinic that we are having today that feel free to talk to the account team as well. Let them know that this is what we need as part of the statement of work and this.
Is what we have provided.
Please feel free to let us know.
Do you need anything else?
That's where the account team will check with the fast track architect who is aligned with the account to confirm. Are they sufficient or they need additional information.
That's the reason I was saying earlier.
That it's important to engage a fast track architect at an early stage.
When you are preparing the sow, you just that we can avoid too many back and forth between various teams.
Does that make sense really.

Willy Beck 24:00

OK.

Yeah, it makes sense. Thank you.

Rudra Pratap Chakrabarty 24:03

Perfect piano. All right.

Any quer other questions let me OK.

Zemo. How do I address your first name?

Is it zemon or Simon?

Szymon Bochniak 24:16

Perfect. Thank you much, Simon. So.

Rudra Pratap Chakrabarty 24:18

OK.

Szymon Bochniak 24:20

One question from my side I I it is on the chat but I will need to drop on the from the call soon.

Alison Pham 24:21

Run.

Szymon Bochniak 24:27

What we struggling as a partner is to found the process how to become eligible for the EC fundings.

So from the perspective of the other programmes like I don't know, copilot jumpstart or any other, that's very clear here in EC process. This is totally foggy for us.

What are the requirements and what we should do?

To to help the customers, because with deployment vouchers there's not a problem.

We're working with the customers, but at some point the size of the deal we should switch to EC funding and in such a cases.

We struggling to found a solution how to become a city eligible partner, frankly.

Rudra Pratap Chakrabarty 25:05

Got it.

That's a very good question.
Ideally there are if you have a deployment voucher then as per my understanding and I may be wrong, but we do not handle that part of the requirement.
But what I have heard through and worked through the experiences is if you are eligible for a deployment voucher, you're not eligible for ESIF so.

Szymon Bochniak 25:25
Correct. Correct, because sometimes you know, we're starting to talk with the customer about deployment voucher, but the deal growing up then deployment voucher become unavailable to the customer and then we switch to EC funding. But we as a partner who is not eligible, we cannot help the custom.

Rudra Pratap Chakrabarty 25:33
Mm hmm.

Szymon Bochniak 25:41
Then.

Rudra Pratap Chakrabarty 25:41
So yeah, again, apologies, Simon, because we do not have much visibility to that process.
Maybe the sales team would be the right team or the account team will be the right team to decide which of the buckets they would like to utilize from the funding perspective.

Szymon Bochniak 25:48
OK.

Rudra Pratap Chakrabarty 25:58
So ECB, obviously one form of the funding, but there are other forms of the funding like deployment voucher and other aspects as well.
So maybe what you could do is you could talk to the account team to understand what are the options.
Available and obviously again considering there are no overlaps with fast track, what is that area or funding that you would require and then talk to the account team to

understand what can be funded versus what cannot be funded.
Now important point also I wanted to add here is there is a change of process from where we are.
We've worked in FY24 to what we are doing in FY25. In FY25, the Microsoft finance team will be responsible for doing all the funding.
Approvals, we are just doing the, let's say, the analysis or validation of the requirements.

Szymon Bochniak 26:45
Mm hmm.

Rudra Pratap Chakrabarty 26:47
We do not take any final call on the approval approval. So it's important that when you talk to the account team, you understand what is the requirement, how you want to place the requirement and if a fast track architect is aligned with it, feel free to request the.
Account team to identify and engage a fast track architect at an early stage to go through the requirements so that it becomes a lot easier for you to present.
The requirement after a internal analysis what will be suitable for funding?

Szymon Bochniak 27:17
Thank you very much.

Rudra Pratap Chakrabarty 27:18
47.
OK.
Any other questions?
Sorry I I'm not looking at that yet.

Jonny Caldwell 27:23
I think Rudra just in chat, there were a lot of similar questions to the last one and a lot of these around process criteria, different offers that will vary by region and so the best contacts will be the field teams, the sellers that all of you work with.
Who can advise on that?
That said, it's clear from the questions that there is.

Often even I think someone mentioned the blue badges often struggle with the process and that is totally a valid concern.
That's what we see elsewhere.
There's always programmes helping to ramp up internally in this, but I think what we'll do is we'll take these questions if we haven't answered them now, we can take these away. Probably the fast track part, we can't answer so many of those, but at least help point you.

Rudra Pratap Chakrabarty 28:06
Yeah.

Jonny Caldwell 28:13
The right direction of someone in your area who could.

Rudra Pratap Chakrabarty 28:17
Absolutely, yeah.
Thank you so much Johnny, for taking those questions.
I know we are on the clock, but if some of these questions we have not been able to answer on the call, we'll take those questions back to the required teams internally and ask them to get in touch with the respective, let's say team members and also maybe.
What we could do is if there is a feedback form, Amy, that we were talking about.
Yeah. Perfect.
Thank you so much.

AP **Alison Pham** 28:44
Replay.

Rudra Pratap Chakrabarty 28:46
So yeah, we we could add those details here. And I think since Elsea is also on the call, Elsa.
Maybe we may need your help at some point to understand.
If we can identify some of the stakeholders to which these questions can be addressed.

Dirk De Goede 29:04

And ask one more question.

Sorry, we're jumping in.

Rudra Pratap Chakrabarty 29:05

Please please.

Dirk De Goede 29:07

But the one of the question in the chat that I had was about the sound template.

There used to be a sound template. That, or at least the the sound that you have here in on screen.

So this the the template that was there was to actually be able to sign from a Microsoft perspective from a customer perspective and from from a partner perspective.

Now, this sounds basically mean the sound that you have when customer and partner solely, right?

It's not something that.

To send to Microsoft.

Do I understand that correctly?

Rudra Pratap Chakrabarty 29:37

No, ideally.

So there are two components again.

One part is what you are talking to. The customer should be part of your sow which we need to review for me perspective.

And there is another.

Template called the Esif supply Agreement or ISA as we call it.

That's the agreement between the partner and Microsoft that continues to remain because that's one of the important aspects to initiate the EC preview. But for us to validate that.

EC request and the sow.

We need these particulars on screen as part of the final customer facing sow.

Dirk De Goede 30:17

OK.
But do you need to sign it right?
Do I need to have a signature and put it there?

Rudra Pratap Chakrabarty 30:20
Oh no. Ideally, if it is signed it is good, but if due to let's say.

Dirk De Goede 30:27
Or did you misunderstanding?

Rudra Pratap Chakrabarty 30:27
Reasons from the customer.

Dirk De Goede 30:28
Do you need to sign it as a Microsoft?
I don't.
Do you need to sign that Microsoft?

Rudra Pratap Chakrabarty 30:32
No, we do.
So when you're talking about, we need to no, ideally we are talking about the sow that you are presenting to the customer presently at at at this point. So do you actually get somebody signing that from Microsoft as well?
Because we are not looking into the, let's say the signature part of it, we are more concerned about the content inside the sow.
So feel free to follow the current process that you are following right now because we do not have, I would say.
Visibility into the process that account team.
Following getting the Sow signed through an internal process that is something for you to check with the accounting, but for us to get that work done or the EC validation done, we need these particulars.
Any other question? Thank you, Doug.

Dirk De Goede 31:25
Care.

Rudra Pratap Chakrabarty 31:25

Yep, no worries.

I think we are over the clock, but happy to take some of the questions back.

I think maybe Johnny, Ben, myself and.

Elsa will be looking at. Yeah, correct.

And and that's that's the one that Allison, you are right as the ESA.

That's right.

So but again, we need to make sure that if if you are providing the ESA or the supply agreement which is signed by.

Microsoft or, which is currently available with you.

That should, if you consider that as your final customer sow it should have those artifacts as well.

But because it's an Excel sheet at times, I do not see those information, just about there available because of the limitation of including everything in supplying agreement. That's where we would be better having that.

Actual statement of work which you are presenting to the customer so that we know there are no overlaps with fast track.

Right. I think we will take.

We'll take. We'll stop here today.

I hope this discussion was helpful.

I know some of the some of these things you already are aware how to take forward, but just it is kind of a refresher. We wanted to bring in to your attention so that when you are moving forward with your statement of work going forward, you could act.

Include these artifacts as part of the review, which will make things lot more faster.

And feel free to engage the account team and with them. The fast track architect aligned with your accounts so that you.

Have a better turn around time for EC preview.

That was the purpose of our call today and I wish to thank everyone who has joined on the meeting.

I hope this information was helpful.

Perfect. Any closing thoughts?

From Johnny, Ben or Amy.

Jonny Caldwell 33:25

Often for me, just thanks everyone for attending and then we will try and follow up and pull all these open questions out and hopefully connect you with the right people. Yeah, like.

Alison Pham 33:29
Playbooks.

Jonny Caldwell 33:32
Thanks everyone.
Have a good day.

Rudra Pratap Chakrabarty 33:34
Thanks everybody.
Have a good day. Bye.

Alison Pham 33:36
You.

Amy Jarosky (AG Consulting Partners Inc) stopped transcription