

Sales / Growth Decision Council

Sales / Growth Decision Council - Key Decisions

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1. Introduction to CISO Decision Council Deck

In the presentation below, you will find all the details related to your Quarterly Council Meeting. This deck is specifically prepared for your Council—CISO Decision Council.

For your reference:

- **Slide 3:** Timeline
- **Slides 4 & 5:** Key guidance on the steps to follow

Please review the relevant sections for comprehensive information.

Access your [Decision Council Folder](#) [here](#).

2. Templates - Prioritization Matrix & Roadmap

On the following slides, you will find two ready-to-use templates—one for each quarter:

- **Template 1:** Domain Roadmap (see Slide 8 for Quarter 1)
- **Template 2:** Portfolio Prioritization Matrix (see Slide 7 for Quarter 1)

Product Managers are expected to complete each template prior to the Quarterly Council Meeting. During the meeting, these templates will be reviewed, discussed, and prioritized.

Key decisions should be documented in the table provided below. If you wish to capture more detailed information, you may optionally use the [Meeting Minutes](#) Template available in your dedicated folder.

3. Templates - 2026 Budget, 2026 Resources & 2026 Contracts

The following templates will serve as our primary working files for 2026:

1. [2026 Initiatives](#)
2. [2026 Resources](#)
3. [2026 Contracts](#)

These templates are essential for preparing the **2026 Budget Exercise** and will continue to be used throughout 2026. Please ensure they are reviewed, updated, and prioritized at each Quarterly Decision Council Meeting.

4. Key Decisions

Please ensure that the table below is completed for each Quarterly Decision Council Meeting, capturing the [key decisions](#) and topics discussed. If you wish to provide additional details, you may use the [Meeting Minutes template](#); please click in the link.

4.1. Key Decisions - Quarter 1

Meeting Date: 01 Jul 2025 (Please enter the correct date)

