

7 Ways to Survive and Thrive in the New Normal

armanino



Today's presenters are...



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- Partner, Consulting



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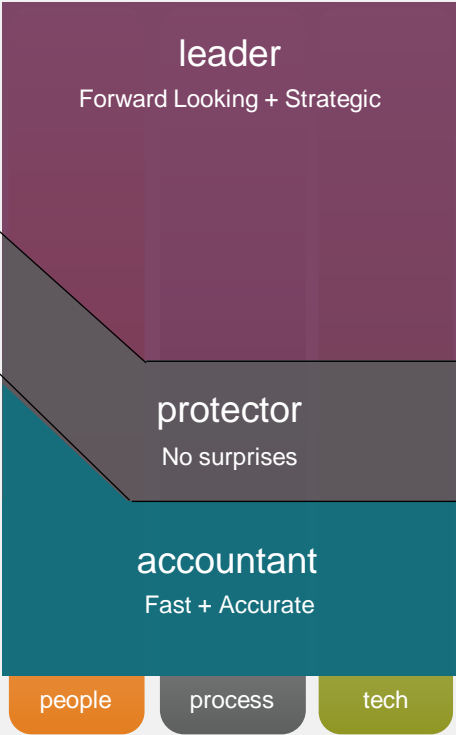
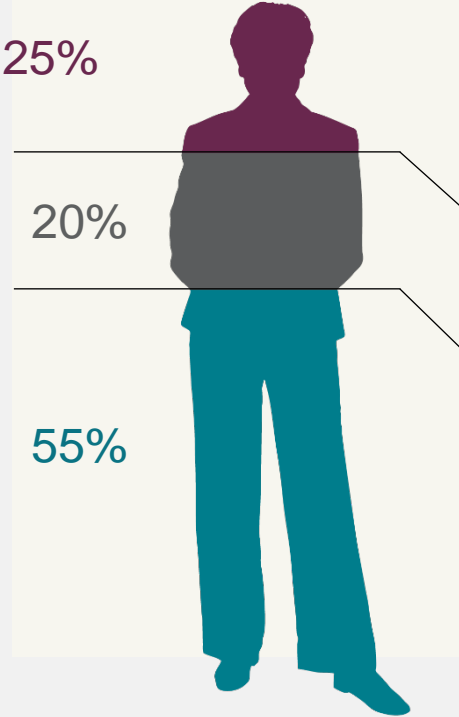
- Partner, Consulting



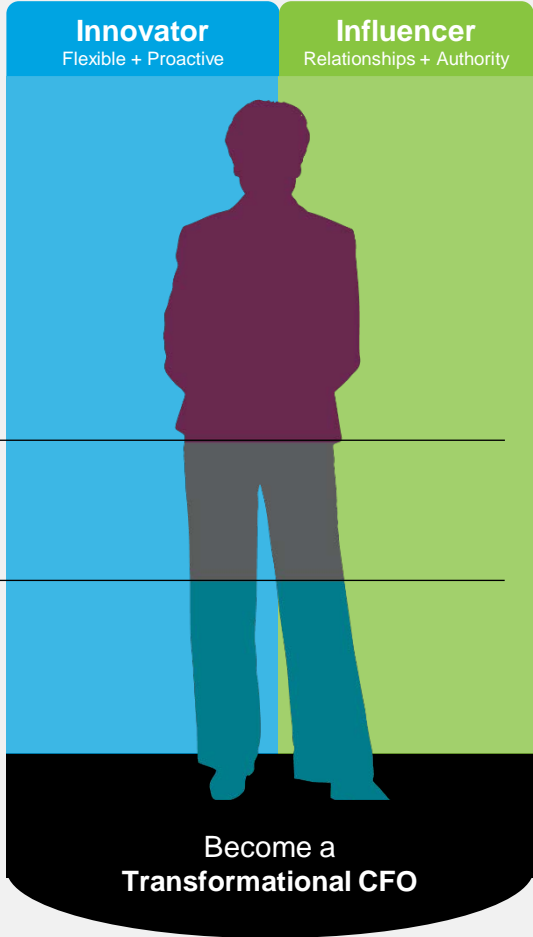
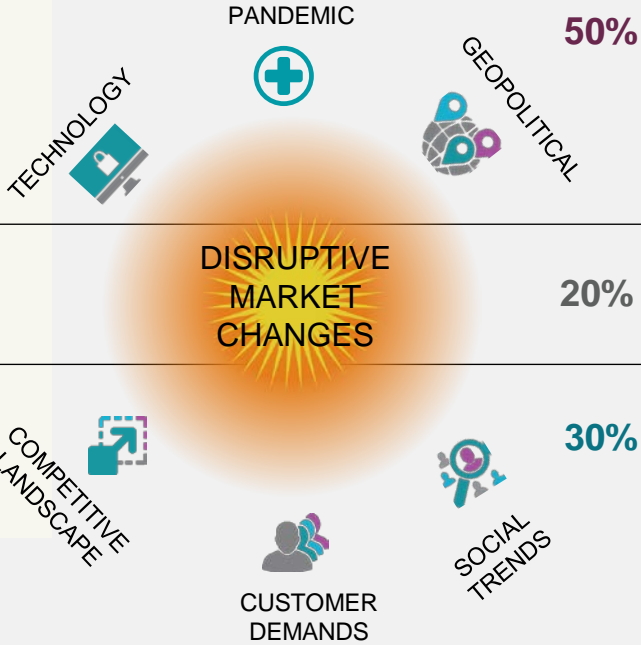
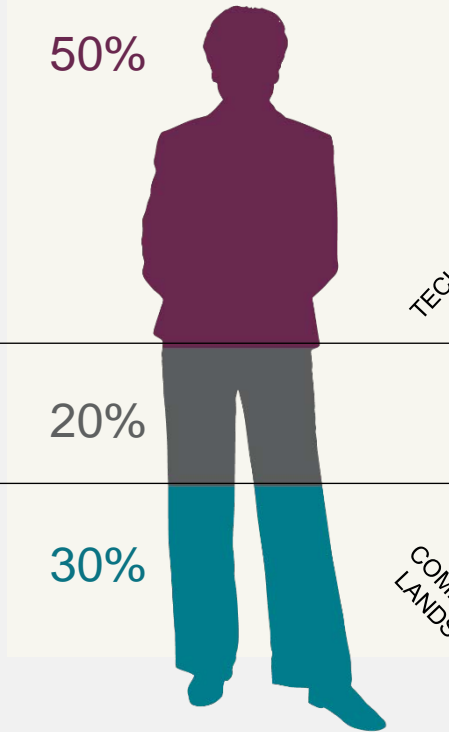
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CFO Evolution

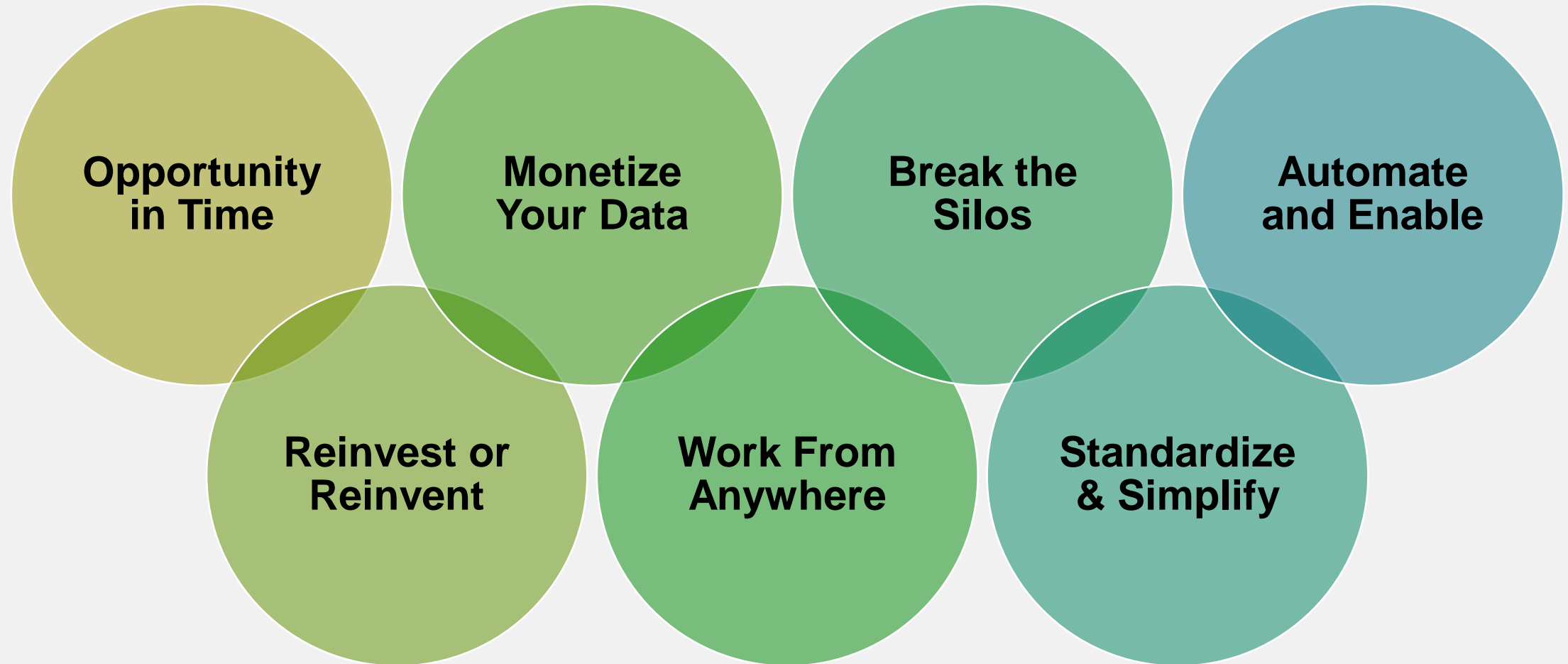
Traditional Time Allocation



Desired Time Allocation



7 Ways to Survive & Thrive in the New Normal



1 Opportunity in Time

- Where you are today
- Right now is the time to evaluate your strengths and weaknesses
- Isolate and prioritize the biggest issues and opportunities and identify ways to address

Examples

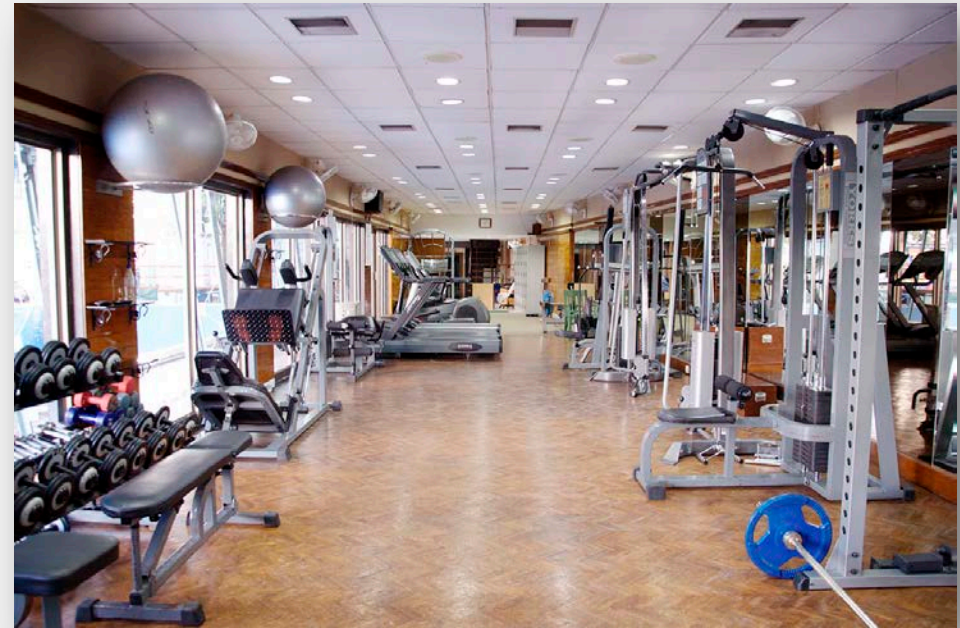
Museums & Performing Arts

- Performing a strategic assessment
- Backed by foundations and benefactors



Gyms

- Using time to upgrade capabilities
- Implementing Sage Intacct



2 Reinvest or Reinvent

- Implement new business models
- Utilize new tools and tech to stabilize and grow your business

Examples

Aquariums

- Touchless experience
- Moving experiences online or virtual



Restaurants

- Shifting from in-building to outdoor
- Promoting more takeout w/safety (curbside pickup and delivery)

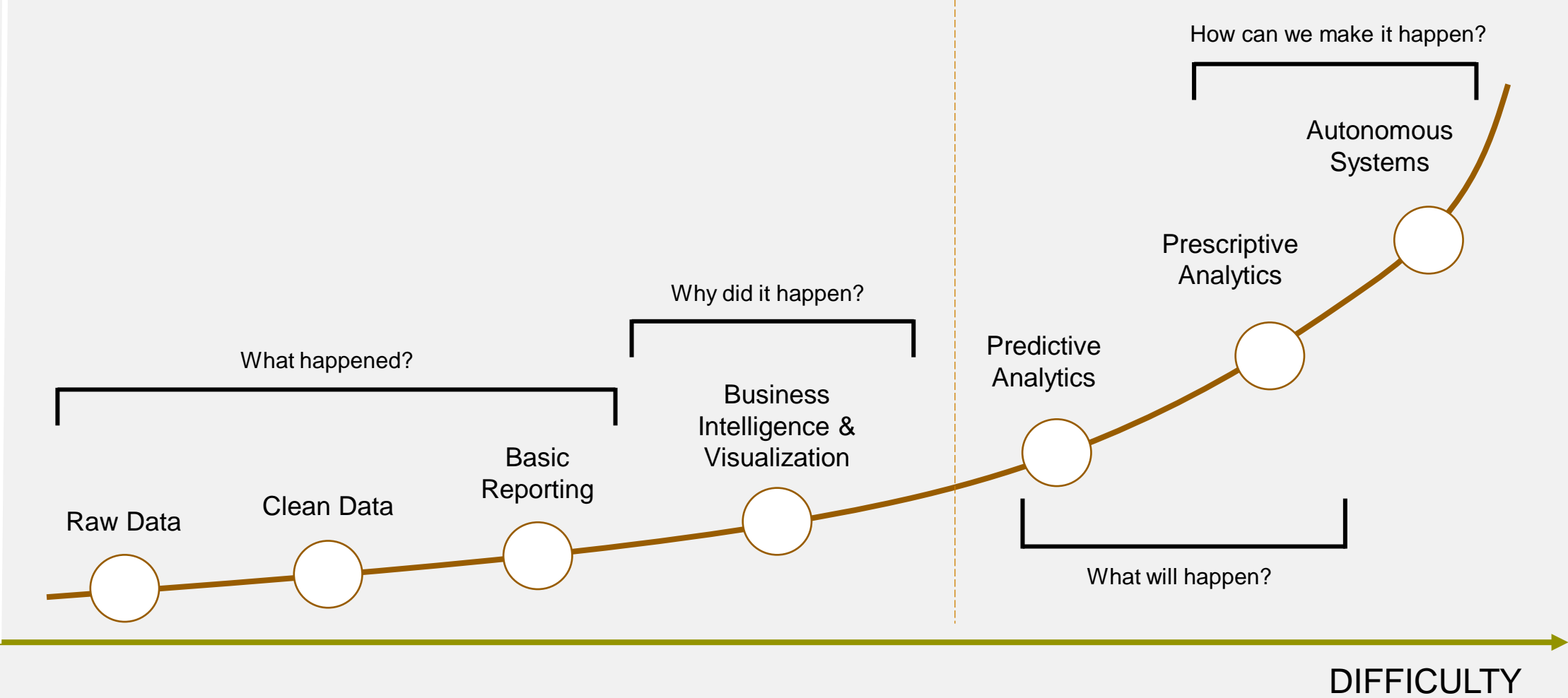


3 Monetize Your Data

- Integrate data into your offerings
- Set yourself apart from the competition

Analytics Maturity Model

BUSINESS VALUE



Example

PODS – Mobile Storage Units

- Used data analytics to change and adjust to where the world was going fast
- PODS Isolation Units for Patient Care



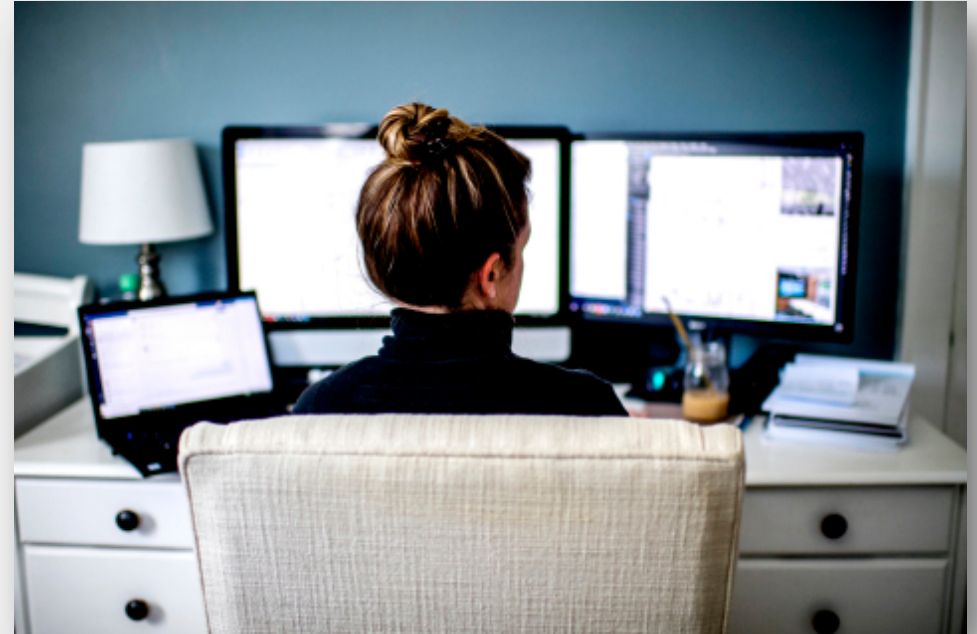
4 Working From Anywhere

- No longer optional
- Empower team to be productive
- Keep team connected

Example

Armanino

- Utilizing the Miro tool
- Adapting to remote services



5 Break the Silos

- Standardize and simplify
- Make key data accessible to all who need it
- Enable roles to collaborate

Example

Real Estate Technology Provider

- Updated technology
- Consolidated five companies to one
- Standardized their data across five entities



6 Standardize & Simplify

- Retire older tools & processes
- Implement change management
- Reduce redundancy across divisions

Example

Fire Alarm & Life Safety Technology

- Leverages Salesforce Service Cloud to automate across multiple divisions
- Integrates with Sage Intacct
- Sales, accounting and field service now looking at the same data with one source of truth



Automate & Enable

- Streamline processes
- Electronic/outsource payments
- Make it simple to get paid
- Leverage tools at your disposal

Examples

ForgeRock (Digital Identity)

- Using technology to watch AR allows proactive and predictive behavior
- Automate collections management



Residential Investment, Multifamily & Commercial Properties

- Started leveraging Sage Intacct tools and integrated with RPA capabilities
- Automated AP and Reconciliations
- Avoided hiring additional staff



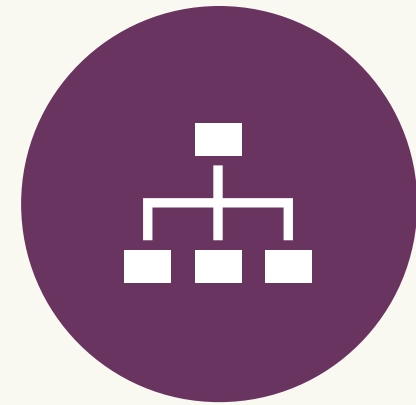
Next Steps – Bringing it All Together



Review the 7 ways



Be the thought leader



Define how you will
apply this to your
organization.

Thank you!

Have any Questions?

Email us: experts@armaninollp.com

