

EV LUTION 20

Navigating to the NEXT Normal

Virtual Conference Series July 7 – July 28, 2020

NAVIGATE YOUR BUSINESS TO ITS NEW NORMAL



TRIAGE

STOP THE FREE FALL TO STABILIZE YOUR BUSINESS FOR THE SHORT TERM

- Create models to get a clear financial picture
- Shore up cash by reviewing all expenditures, including staff
- Increase communication to maximize client retention
- Assess infrastructure to minimize risk

TIMING:
2-4 WEEKS



FORMATIVE ASSESSMENT

CREATE ACTION PLANS FOR VIABILITY BASED ON LEARNINGS

- Analyze products and services to attain best market potential
- Navigate regulations to determine best applications
- Communicate pivots to your stakeholders and gain alignment from your board
- Create or adjust delivery models

TIMING:
1 MONTH



TRANSITION

IMPLEMENT YOUR PLANS AND MEASURE RESULTS

- Roll out new or reposition existing products and services and test pricing models
- Formalize human capital infrastructure and policies
- Reevaluate forecasts and models
- Ensure compliance with applicable regulations

TIMING:
1-2 MONTHS



OPTIMIZATION

INVEST IN WHAT'S WORKING AND DIVEST OF WHAT'S NOT

- Measure business performance to ensure benchmarks are being met
- Invest in modernized technology to meet new customer expectations
- Secure funding for strategic investments
- Re-benchmark key cost centers

TIMING:
3 MONTHS



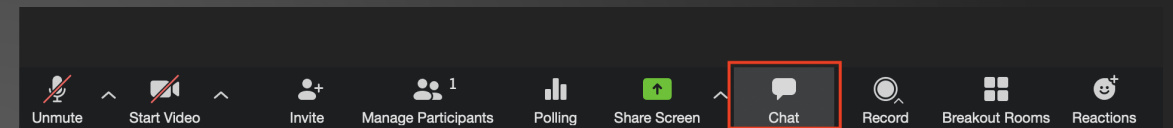
GROWTH

ADAPT TO THE NEW NORMAL AND OPERATE AT A HIGH CAPACITY

- Form task forces to look for new opportunities
- Add leadership to execute innovative initiatives
- Leverage the latest technology such as AI, bots and mobile platforms to increase business functionality
- Capitalize on expansion strategies and directives such as M&A, geographic growth and new product development

TIMING:
3-6 MONTHS

Use Zoom's chat feature to send questions throughout the webinar. We will be answering them at the end.



The Roadmap to Success Starts with an Innovative Strategy

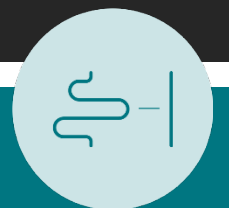




Jeff Russell
Partner, Consulting



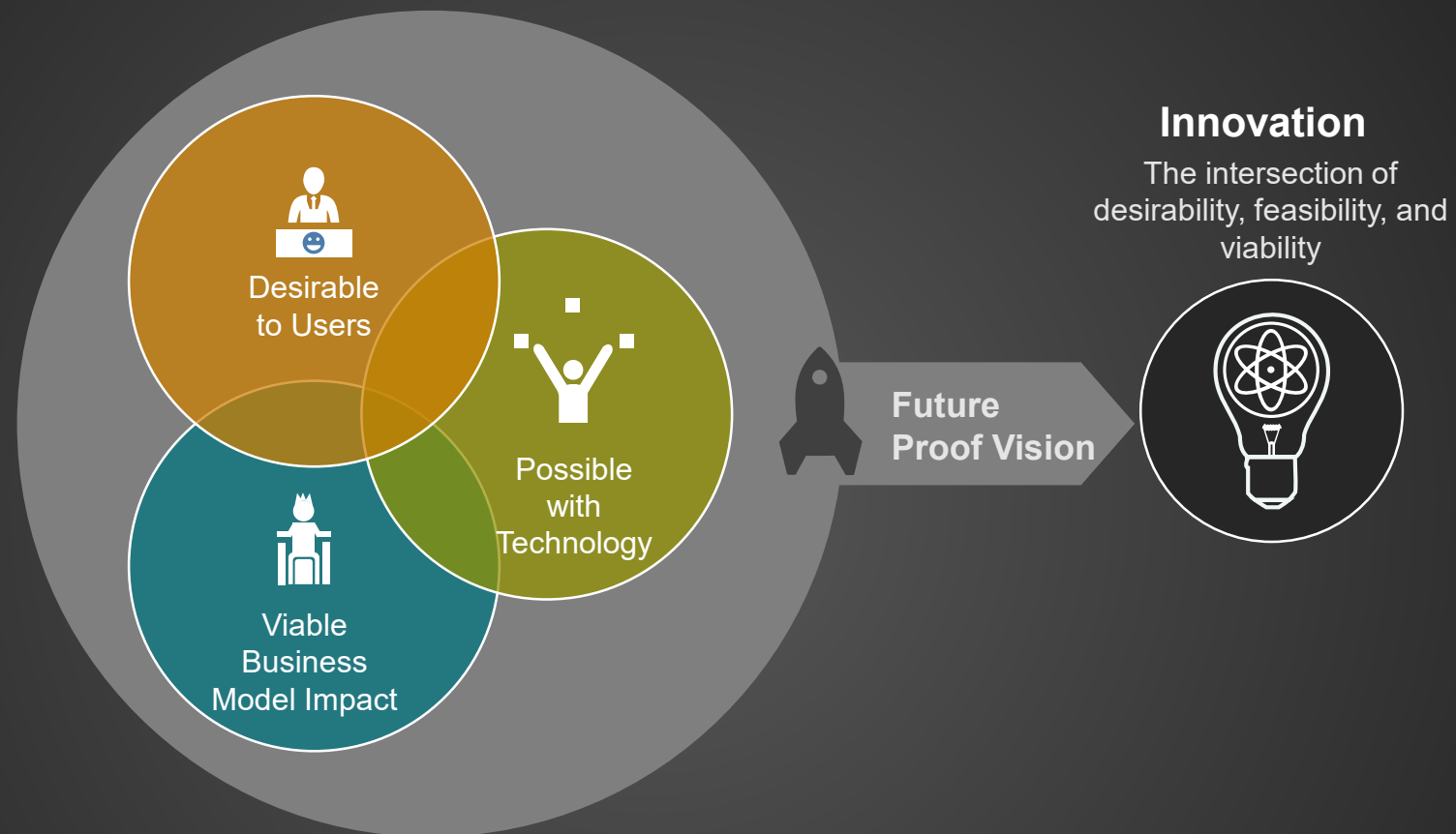
John Stewart
*Managing Director,
Consulting*

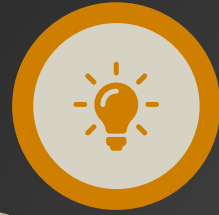


Agenda:

- What is Innovation?
- Why should we innovate our approach now?
- How can we create an innovative strategy?
- Q&A

Please submit questions throughout the webinar via chat





Operational Uncertainty

- › Current conditions have impacted how we operate day to day



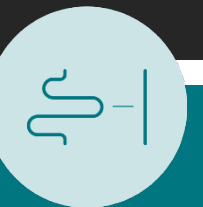


Operational Uncertainty

› Current conditions have impacted how we operate day to day

Customer Influence

› Customer behavior is changing rapidly





Operational Uncertainty

› Current conditions have impacted how we operate day to day

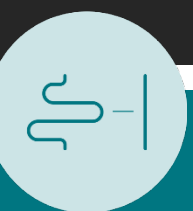
Customer Influence

› Customer behavior is changing rapidly

Changing Competition

› Barriers to entry are shifting; need a response







“Where do I start?”

Are you ready to have critical conversations around each of these?

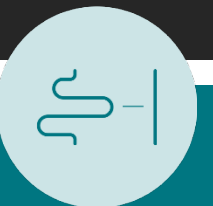
Strategy

Structure

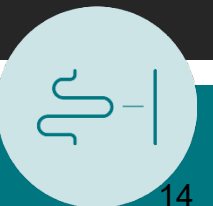
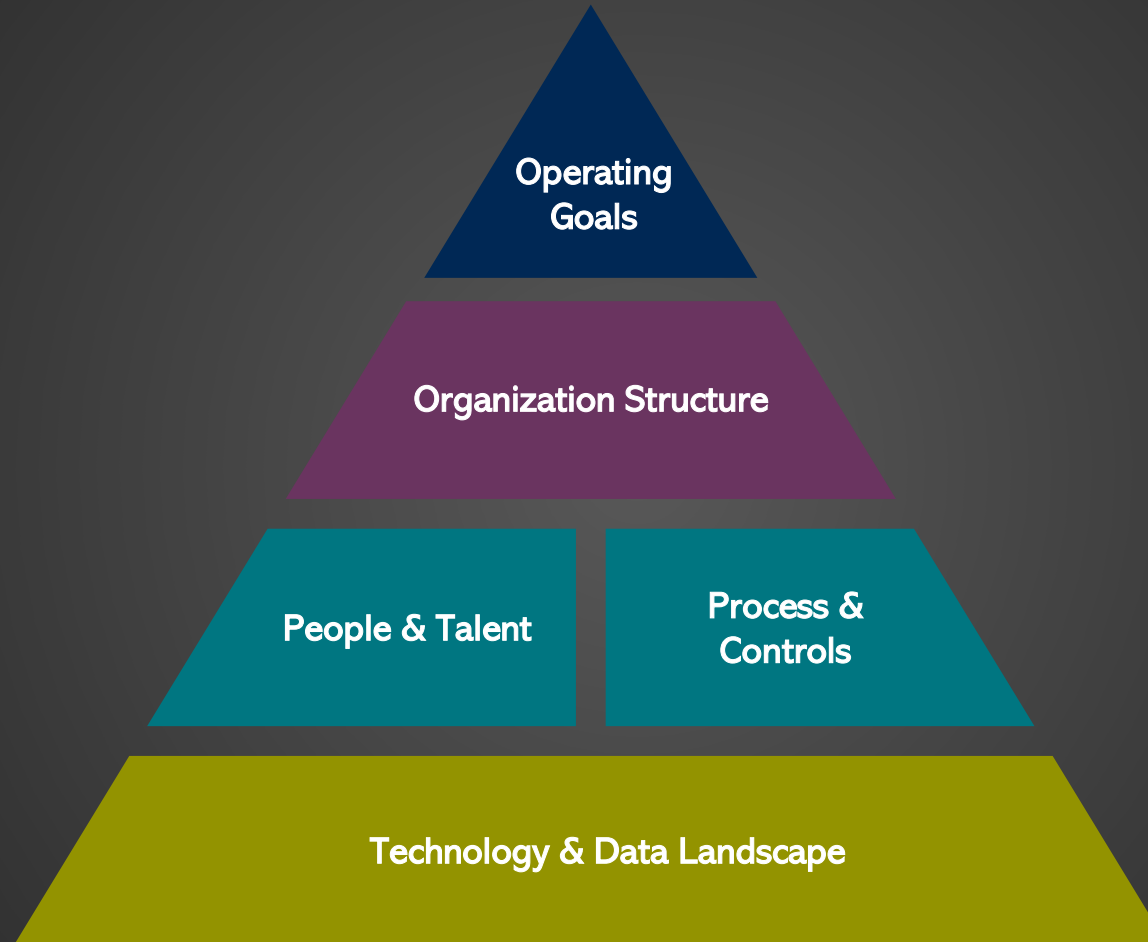
People

Process

Technology



Creating an innovative strategy requires top-down analysis & bottom-up building



Operating Goals

Vision & Mission

Re-defining your goals to match where you need to go now

Targets & Measures

Designing KPI's across the firm to measure impact

Requirements & Constraints

Understanding what's required as well as your limitations

Key Concepts to Consider:

Vision Workshops
Balanced Scorecard



Organization Structure

Fit-to-Purpose

Does your structure align to your goals?

Scaling for Growth

How will it grow with the business?

Operating Method

Does it align to how the org. needs to operate going forward?

Key Concepts to Consider:

Agile Business Design Fit
Performance Gap Analysis



People & Talent

Education & Awareness

Building the new skills necessary to achieve the new vision

Incentives

Motivating people to change

Barriers

Identifying the obstacles that could prevent success

Key Concepts to Consider:

Change Readiness
Diversity & Inclusion



Process & Controls

Future State Design

Detailed analysis & design of the future of your work

Optimization

Balancing progress with function and reduction of non-value add work

Alignment

Connecting processes & controls to the talent & skills of the org.

Key Concepts to Consider:

Process Automation
Policies & Procedures



Technology & Data Landscape

App Rationalization

What to keep, kill, and create

Structured Flexibility

Aligned architecture design to your new goals & structure

Project Management

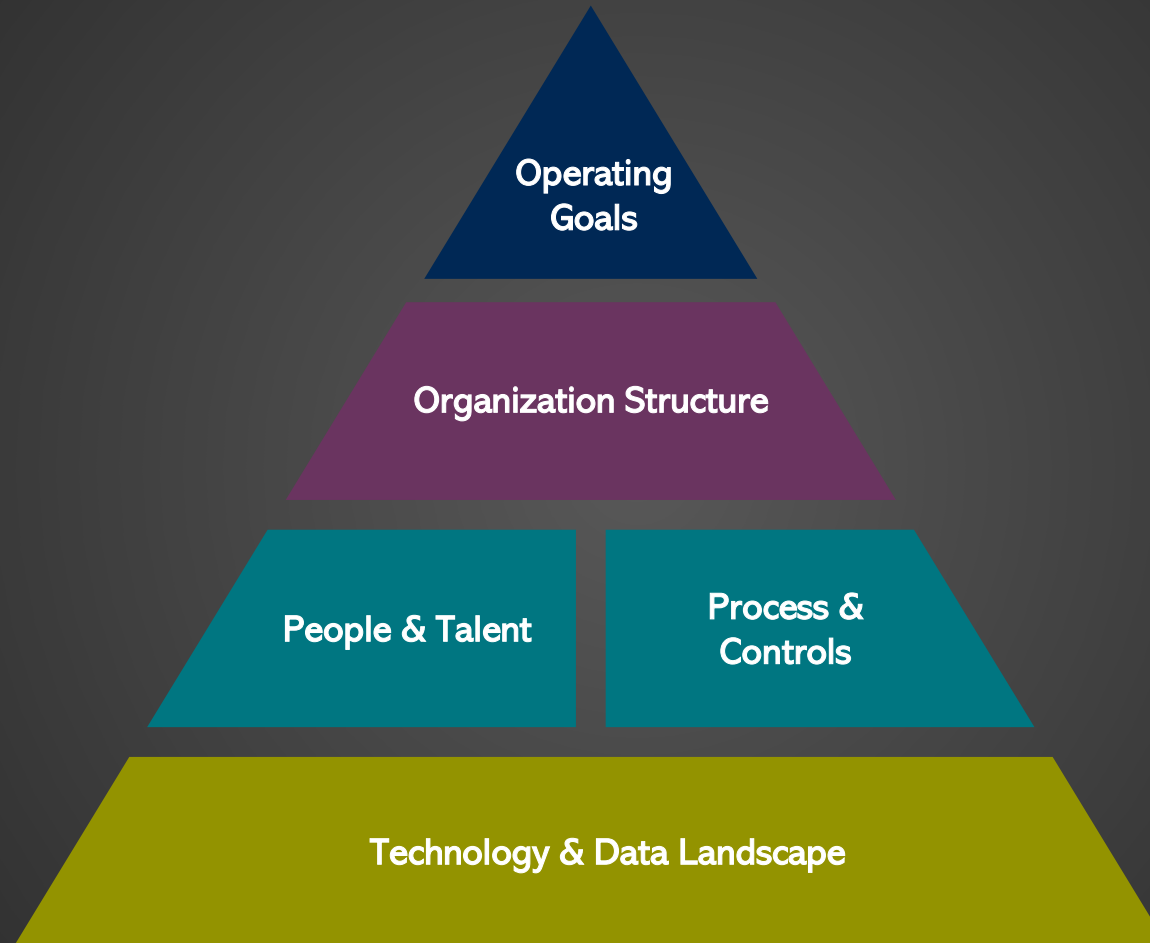
Refreshing your shared services model and how they support your targets

Key Concepts to Consider:

Technology Strategy & Roadmap
Application Rationalization
Data & Analytics Strategy



Choosing the Right Tool for the Job



Considerations:

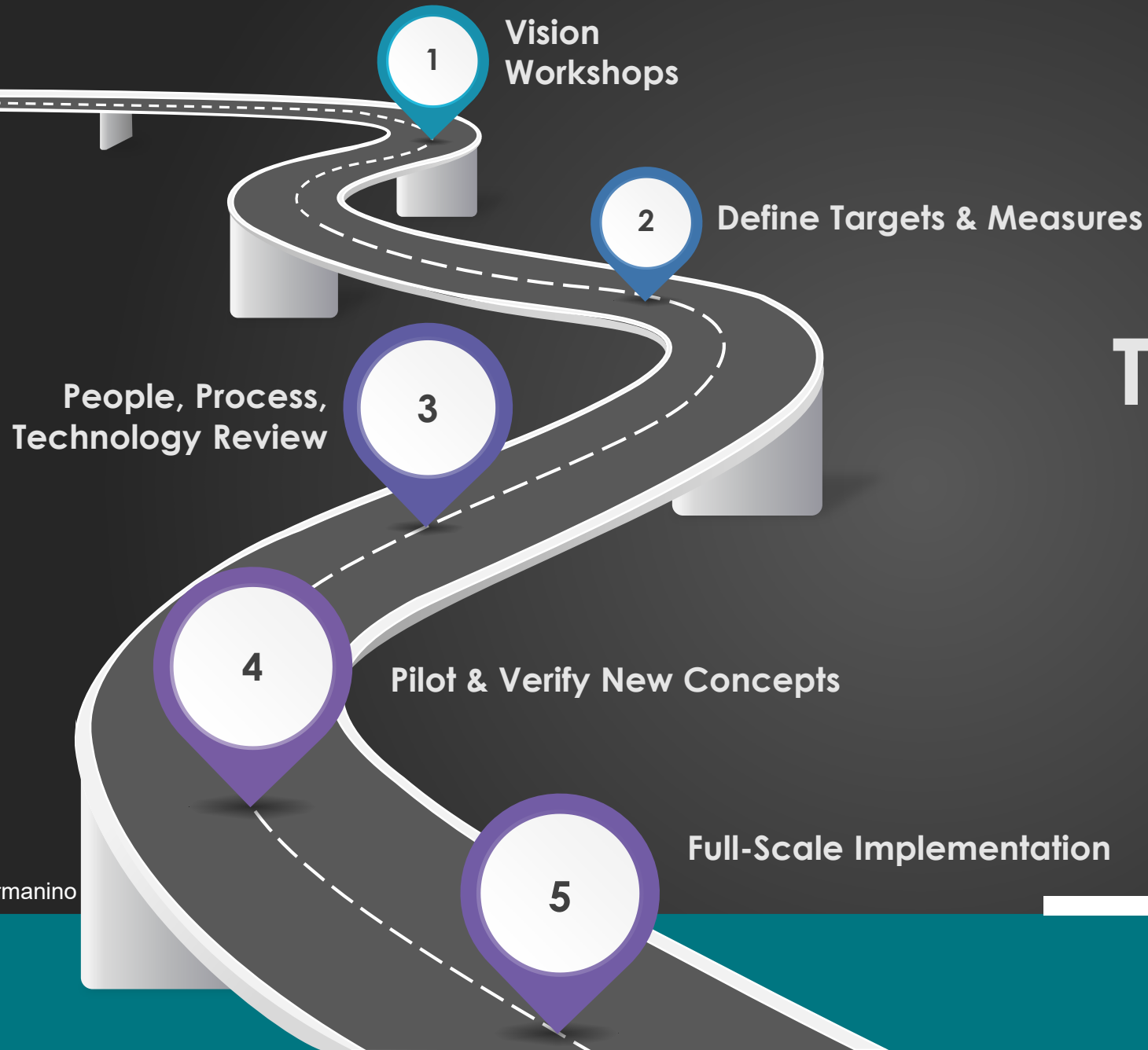
Vision Workshops
Balanced Scorecard

Agile Business Design Fit
Performance Gap Analysis

Process Automation
Policies & Procedures
Change Readiness
Diversity & Inclusion

Technology Strategy & Roadmap
Application Rationalization
Data & Analytics Strategy





The Roadmap to Success

Starting with creating a vision and working through the innovation framework to create a new state.



Q&A

Want to discuss further? Contact Experts@Armaninollp.com

- Join us for More Sessions in the Optimization Stage
- July 21st – 27th
- Live and On-Demand
- To learn more and register go to armaninollp.com

