

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



Working in a Post Pandemic World





Jenn McCabe
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Lisa Hagen
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Data & Analytics, Manager



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Have questions or want to discuss more?

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- Armanino's Covid-19 State Relief Matrix (updated July 14, 2020) Link: <https://www.armaninollp.com/articles/covid-19-state-relief-matrix/>
- State Tax Implications of Remote Employees Due to COVID-19 Link: <https://blog.armaninollp.com/tax/2020/05/20/state-tax-implications-of-remote-employees-due-to-covid-19>
- Armanino Covid-19 Resource Center Link: <https://www.armaninollp.com/articles/covid-19-resource-center/>



- 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

