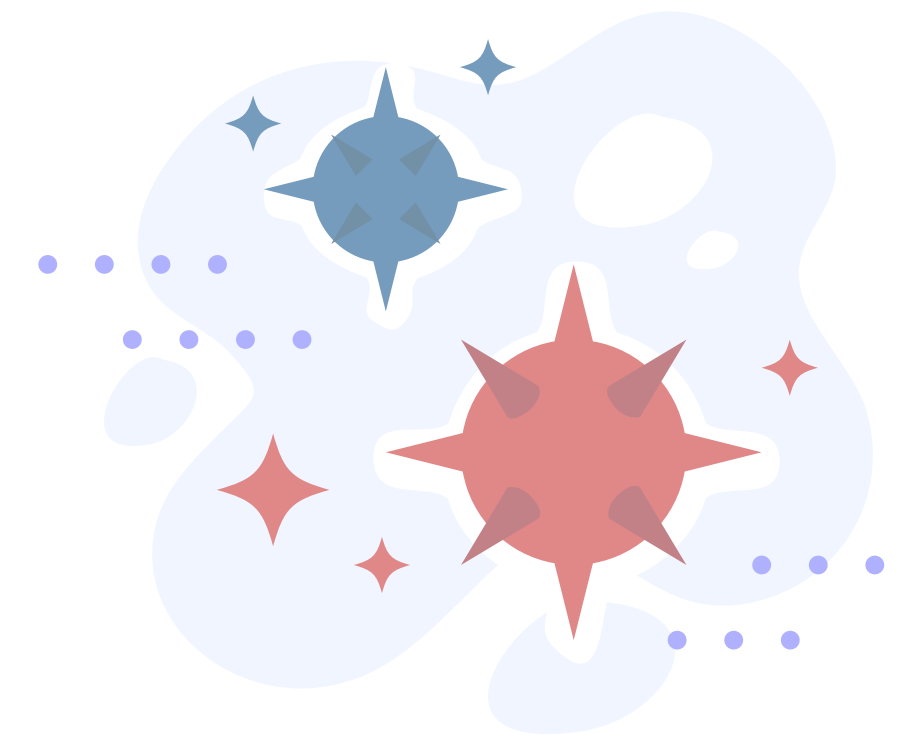




**TAG-20**

**TURNAROUND AND GROWTH IN 2020**

**IN COVID-19 CRISIS**



# 3 THINGS HAPPENS AT EVERY DOWNTURN

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**SURVIVAL & THRIVE**

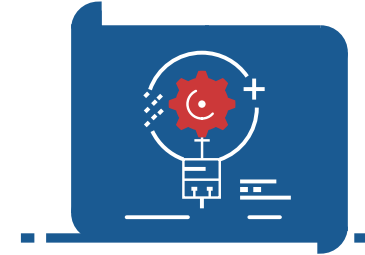
**SHIFTS**

**INNOVATION & DISRUPTION**

# COVID-19 IMMEDIATE CHALLENGES AT HAND



**Safety of employees  
& Family**



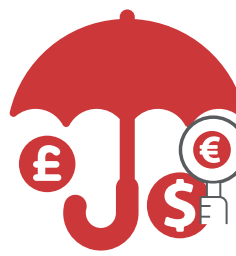
**Remote workforce  
Management**



**Sales & Revenue Impact**



**Uncertainty - No clarity on  
how long the impact will  
continue**



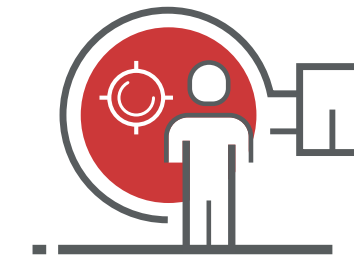
**Accounts Receivables  
RISK**



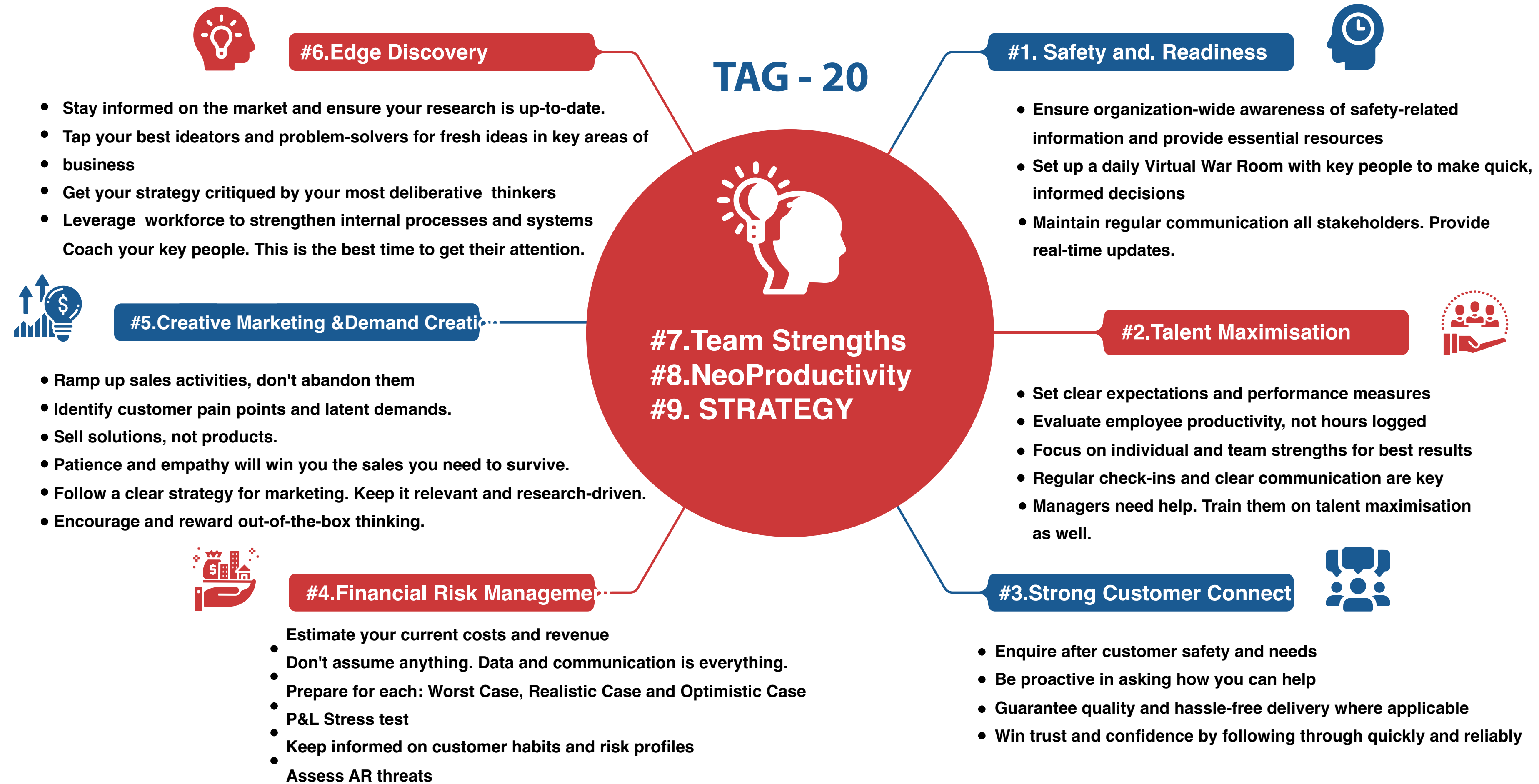
**Cost Management &  
Planing For Run Way**



**Traditional aproaches of  
sales & marketing won't  
work**

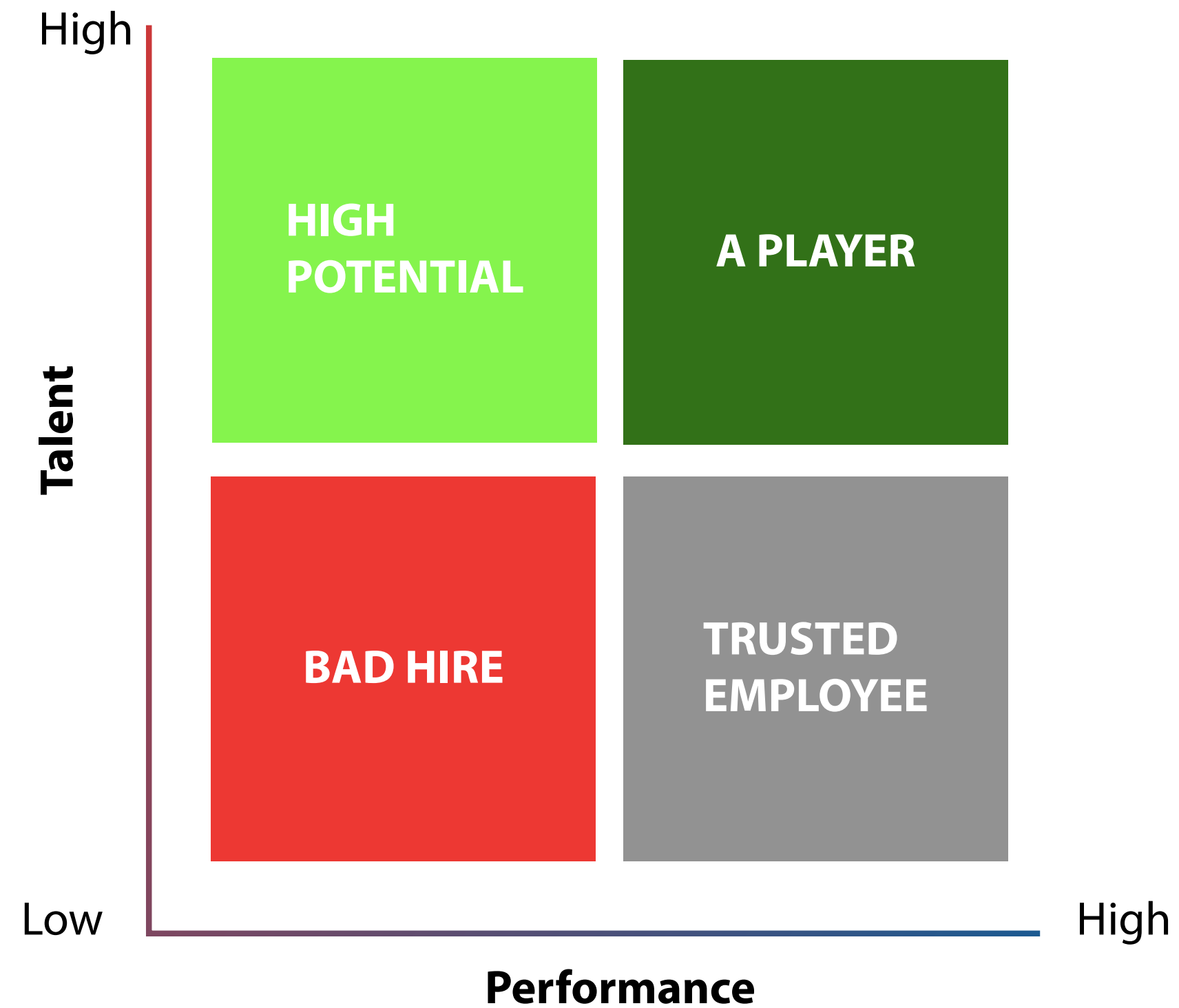


**Difficult to think creative  
and come up with  
disruptive solutions**



# GET MAXIMUM UTILISATION OF PEOPLE

**TALENT PERFORMANCE GRID**



- 01** Assess current utilisation of all your employees
- 02** Leverage any available resources for strengthening your long standing internal projects - process, asset development, cross training, etc
- 03** Put all your employees in the Talent-Performance grid. Take a closer look at your “Bad Hires” and decide what can be done.
- 04** Invest in your A Players & High Potential to train them and coach them to be able to take bigger responsibilities
- 05** Set clear process and expectations for remote workforce productivity

# BE AWARE OF NEW SHIFTS...

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- **SHIFTS** can come from any areas
- Change in beliefs - We need to be in person to do ..xyz
- Remote Working
- Managers roles will shift
- Environmental Focus
- Eating animals to more vegetarian diet
- More Health Consciousness
- New definition of BCPs
- E-education
- Crowdsourcing - Your resources can be from any where !!



- Massive disruptions will come in remote Working area -
- Monitoring, security, etc
- Health care areas
- Content space
- Bandwidth space
- **“Virtual ..anything”** - Virtual Tradeshows to Any thing
- New business models will emerge
- More M&A activities will take place



# DON'T PANIC ..THIS CRISIS SHALL END..

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- Stay Calm
- Put 200% effort in all areas - you will get advantage
- Look for new opportunities & Repurpose your business
- Most Importantly real trust and relationship gets tested now.
- So be mindful with your clients, employees, partners and vendors !!

