

COVID-19: Actions to take **now**



MID TERM SHOCK
DROP IN CONSUMER SPENDING
REDUCTION IN BUSINESS INVESTMENT
WORKFORCE REDUCTION
THREAT OF BANKRUPTCY
WORKING CAPITAL CHALLENGES
PROLONGED CONTRACTION
EXPECTED RECOVERY STARTING YEAR END

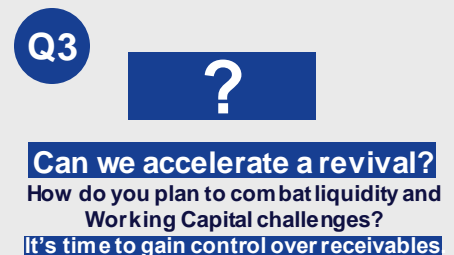
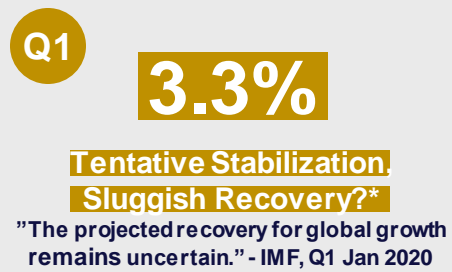
WHAT CAN BUSINESSES EXPECT IN THE NEAR FUTURE?

- Mid Term Shock:** The virus spreads globally until mid-2020, when seasonal factors and a strong public health actions drive reduction in cases.
- Prolonged Shock:** The virus spreads globally until mid-2021, which could lead to large-scale human & economic impact.

PROLONGED SHOCK
SIGNIFICANT DROP IN DEMAND
REDUCTION IN BUSINESS SPENDING
RISE IN WORKFORCE REDUCTION
INCREASE IN BANKRUPTCY FILINGS
INCREASE IN DSO & BAD DEBT
PROLONGED CONTRACTION
SLOW RECOVERY AFTER MID-2020



Global GDP, Finance Leaders & the 'Wake-Up Call'.



*Source: IMF World Economic Outlook Reports

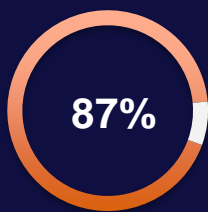
ORDER-TO-CASH COVID-19 SURVEY INSIGHTS

A snapshot of insights from 256 Finance Leaders on their top concerns and areas that they need guidance on during this financial quarter (Q2)

KEY CHALLENGE AREAS THAT LEADERS NEED GUIDANCE ON

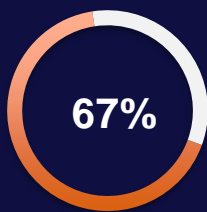
1. RISK MANAGEMENT

Tightening Credit Control in Changing Macroeconomic Climate



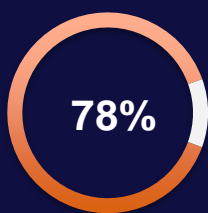
3. REMOTE WORKING ENABLEMENT

Enabling Remote Workforce for Continued Productivity



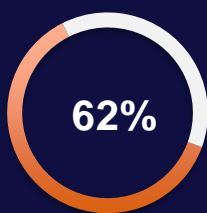
2. COLLECTIONS EFFECTIVENESS

Controlling impact on DSO by Effectively Managing Dunning & Collections



4. MONITORING OF PERFORMANCE

Establishing a Cadence of Reviewing Team Performance and Leading & Lagging KPIs



TOP CONCERNS

SUPPLY CHAIN	93%
CASH FORECASTING	89%
PAST-DUES & DEBT	82%
OPERATING EXPENDITURE	64%

The Checklist: 4-Levers to focus

- 1. PEOPLE & CULTURE**
- 2. SUPPLY & DEMAND**
- 3. CUSTOMERS**
- 4. FINANCE SYSTEMS**

SITUATION RESPONSE GAMEPLAN FOR LEADERS

Based on the survey conducted on 200+ Finance leaders, we have summarized our findings into 4 focus areas that you need to take action immediately.

1.



PEOPLE & CULTURE

- Ensure the health & safety of all employees
- Overcommunicate with teams regarding updates and escalations
- Manage infrastructure & remote setup (VPNs, computers, broadband, etc)
- Partner with local & federal regulators & public health officers
- Keep a close track of your team KPIs to ensure productivity

2.



SUPPLY & DEMAND

- Keep a close track of the business health of all suppliers
- Ensure that inventory is not affected
- Optimize the capacity of production & conduct regular impact assessments
- Monitor SKU-levels closely & optimize logistics / supply chain accordingly

3.



CUSTOMERS

- Ensure complete transparency to all customers, partners and stakeholders
- Enable customer support teams to work remotely
- Reach out to customers and share resources & best practices

4.



FINANCE SYSTEMS

- Conduct financial system stress tests based on epidemiological/economic factors
- Tighten Credit Limits and perform stricter Credit Reviews
- Optimize Working Capital by reducing DSO & maximizing collections
- Switch towards a *hyper-listening* mode to what experts and analysts are predicting
- Evaluate Digital Transformation opportunities in Accounts Receivables



Reduce DSO & Bad Debt by 30% | Contact us to schedule a free consultation.