

Guideline: Understanding Business Impact

The guidelines given below would be different for your business. However, this is given as an aid for your business continuity and planning purposes.

- Identify your key clients and share of revenue from each of these clients
- Impact of exchange rate fluctuations
- Risks due to staff being unable to perform required hours

Assessing a client's business continuity:

- Revenue growth and profitability
- Domain/industry - hospitality, oil/gas at higher risk
- Funding sources (investors, revenue, government)
- Company maturity and reserves
- Recurring revenue %
- Committed contracts
- Your role in the client's value chain
- Cover available within the contract
- Payment patterns for invoices and deviations

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