

Way Forward

The recent pandemic has brought significant uncertainty for individuals and businesses alike. The global economy has not witnessed such uncertainty in living memory and managing this uncertainty through proactive measures is need of the hour.

Following measures need to be considered by businesses to avoid and reduce the liabilities, losses and cash out position.

<p>Working Capital</p> <p>“Cash is King”</p>	<ul style="list-style-type: none"> ✓ Know your Customers – If they lose money, so would you and receivables can get stuck up. ✓ Amend payment terms with customers, suppliers and FIs. ✓ Consider factoring. ✓ Focus on recovery where goods have been delivered or services rendered. ✓ Prepare revised cash flow based on demand. ✓ Hold projects / orders (if possible) with low margins, higher cash requirements and receivable risks ✓ Access SBP subsidized rate financing schemes where applicable to manage liquidity.
<p>Supply Chain</p>	<ul style="list-style-type: none"> ✓ On-shoring trumps offshoring. Evaluate alternate suppliers and shorten the supply chain. ✓ Consider forward / backward integration – distressed asset acquisition ✓ Customer buying patterns are changing. Purchasing power is reducing. Pause and reevaluate minimum inventory requirements. ✓ Evaluate alternate supply / transportation routes to reduce in-transit time and transportation cost.
<p>Reinvent Business Model</p>	<ul style="list-style-type: none"> ✓ Focus on selling what is actually required by the customer. ✓ Ensure your products / services will be relevant at a later phase (not only to survive during this outbreak, but to have a strategy what’s going to happen afterward). ✓ Explore alternate delivery channels, shift online as customers avoid marketplaces ✓ Stop leakages, cut what is not needed and get it done. ✓ Identify the challenges facing the business and strategize them. ✓ Communicate more effectively with your customers and keep them informed. ✓ Undertake CSR if possible. ✓ Prepare forecast of top regions / markets to estimate how they will develop and to gauge key sensitivities in PnL. ✓ Reduce salary increase rates, freeze hiring, restructure different departments, and reduce marketing during peak weeks of the outbreak.

About Us

Assirience consulting is a team of professionals having combined experience of more than 100 years in providing comprehensive range of outsourcing services in accounting, finance, internal audit, human resource, it, legal, corporate and taxation.

We have experience and skills to bring efficiency and effectiveness in outsource support services enabling management to focus on its core activities and key result area. The team believes in adding values to the client's business with their innovative and out of box solution.

We assume that there is probably a better way to do almost everything. The team focuses on what's the best and not what's popular, concentrate on bottom line and goal getting. We strive for excellence and aim to achieve expectations.

The firm is blend of professionals that values individuals and teamwork, where people care about each other and share their knowledge freely. We encourage our staff to be ambitious and constantly reward and celebrate individuals and team success.



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