

Resuming Operations – Post Lock Down

Behavioral aspects & New Normal

Very soon BC & AC terms we may hear often

BC Rao , 20th April 2020

BC and AC

Before COVID After COVID

- Mindset change
- Focus on what is within our control
- See & spot opportunities
- Accept, Take Actions, Move on
- Preparedness, Preparedness, preparedness

Changed world

- Get used to different level of Hygiene as a Habit : “ Focus on Health & Safety”
- Draw up plans for resuming operations ...”Now, Next & Beyond “.
- Adjusting production levels to market demand level and focus on cost control
- Need to be cognizant of the fact that significant slow down for longer period of time is imminent in some sectors
- Few of the end markets are likely to get worse before it gets better.
- Good News is “ it will get better”. “ India is projected to be ahead on recovery “
- Demand could snap back quickly

New Normal

- On the Top of the plate will be : “ Cash Flow & Cost Control “
- “WFH , virtual meetings , adaptation of Technologies will make physical presence redundant . Contactless Service , Needs of Travels, meetings in person , many of the protocols of work will get redefined , do not go back to old way ” Momentum gained to be further carried on”
- Foresee new opportunities opening up ... “ Technology based with Digital & Automation way , Health Care, Pharma, Technology, Online marketing ,Infrastructure , Agriculture Education, Learning , Training etc. “
- Domestic in - sourcing , India positioning as an attractive destination
- Business resilience & agility towards such unforeseen outrages as DNA

Critical Success Factors

- Being Flexible
- Continually adapting
- Being Positive
- Accepting the reality & understanding that this is for a larger purpose

Follow the ***motto of “ can not waste a good crisis ”***
We will all emerge much stronger post COVID 19 crisis

Communicate, Communicate, Communicate