Our clients need help in specific areas now

Retain sales

Top customer retention strategy: Helping top customers stay loyal

Crisis service offering design: Short term and service-level linked price strategy

Alternate capacity use options: Interim products and services for current and new clients with available resources

Online channel assessment:

Feasibility, investment and long-term utility of online and contactless channel shift for the crisis

Conserve cash

Rapid procurement analysis: Lowest cost supplier, consolidation, terms and price relief

Rapid production and capacity planning: Minimize working capital and disruption

Cost efficiency for low hanging fruit: Back office, Front line / utilization dependent, supply chain

Come out stronger

Post-crisis strategy: Facilitated ideation, targeted changes or full strategy refresh

Acquisition scan: Identified and prequalified targets

Reorganize for effectiveness: Organization and process redesign. Opportunities to optimize talent

Full cost structure reassessment: Bottoms up build calibrated to the new normal We've adapted our business to help our clients adapt theirs

Typical SATOV differentiators

Top-tier quality	Approach
 Rigorous analytical process Top-tier strategy credentials 	 Collaborative style Implementation- ready recommendations
Competitive fees	Risk sharing
Competitive fees Lower rates 	 Risk sharing Shared upside for strategy and operations projects

Adapting to the crisis

- Remote project teams
- Facilitation to leverage internal teams
- Faster outcomes
- Potential for more risk and deferred payment (case dependent)