

Managing effectively in a downturn

Are you considering changing strategy, looking for cost reductions, downsizing, or increasing the effectiveness of your operations?

You can achieve cost savings in several areas.

Restructuring & Process Improvement

Would you like to:

- know your profitability?
- recalibrate your inventory stocking levels?
- restructure finance, operations, procurement, IT?
- reformulate firm strategy?
- get the right debt financing for your business?
- perform an organizational audit?
- apply Six Sigma to work or production processes?

Outsourcing & Transactions

Would you like to:

- grow by acquisition?
- use interim management?
- find new models for IT, call centres or supplies?
- find new strategic partners?
- perform a due diligence of your contracts?
- assess exit strategies and costs?

Human Resources Management

Would you like to:

- analyse your HR assets?
- consolidate the impact of collective agreements?
- redesign your remuneration policy?
- increase cost consciousness?
- manage key talents?
- use HR outsourcing or personnel leasing?

Tax Reductions

Would you like to:

- review VAT costs?
- analyse your transfer-pricing position, risks and needs?
- prepare transfer-pricing arguments?
- obtain additional funds from the EU or local government?
- review the tax treatment of benefits?

The PwC Advisory & TLS team has experience in helping organizations in all industries address the challenges of a downturn. To discuss how we can use our experience to help you, please contact:

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Business Change Management

- Business impact analysis
- Advice on various accounting and tax issues
- Cost-structure reviews and optimization
- Working capital reviews
- Advice on cost-fee ratio issues increasing profitability
- Procurement and supply chains
- Human resource function effectiveness

Business Improvement

- Human resource and process design management
- Dealer network restructuring
- Financial restructuring
- Evaluation of regional investment grants and benefits
- Preparing a business plan for the project
- Project financing structures and fund raising
- Assistance with applications for grants and state aid
- Tax optimization of cross-border transactions
- Applying Six Sigma to processes

Strategic Buys

- Merger and acquisition advisory
- Valuation of potential targets
- Real estate acquisition
- Due diligence of potential acquisitions
- Reviewing new or additional available grants and EU funds

Outsourcing

- Internal audit outsourcing
- Administration and full project management of awarded grants
- Reporting responsibilities to national or EU authorities
- Professional accounting, payroll, and tax compliance services

Relocation

- Cost-benefit analysis
- Exit strategy for optimizing the commercial and tax position
- Revenue assurance
- Business risk management system

Commandments for Businesses in a Downturn

- Understand the true impact on business
- Identify unprofitable products and customers
- Apply cost reductions
- Manage working capital
- Manage performance and forecast effectively
- Have an experienced finance team
- Make appropriate financing arrangements
- Plan strategic M&A activity
- Perform tax planning carefully
- Communicate with stakeholders
- Manage key talents

Contact us and we can help you to manage effectively in a downturn:

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