



WEBINAR

Embracing the New Normal - Plan Your Way out of Uncertainty

June 30, 2020 | 10 AM PT



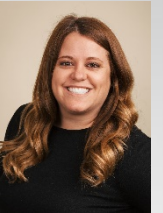
Using Your Webinar Panel



The image shows a screenshot of a webinar control panel. On the left, a vertical sidebar contains three icons: a right-pointing arrow, a microphone with a slash, and a document icon. The main panel is divided into sections. The top section is titled 'Audio' and includes a 'Sound Check' indicator with a green signal strength icon and a question mark. Below this, there are two radio buttons: 'Computer audio' (selected) and 'Phone call'. A red 'MUTED' indicator is prominently displayed. Underneath, there are two dropdown menus for audio devices: 'Headset Microphone (Plantroni...)' and 'Headset Earphone (Plantronics...)', each with a speaker icon and a volume level indicator. The bottom section is titled 'Questions' and features a large text input area with the placeholder text '[Enter a question for staff]' and a 'Send' button. At the very bottom, the text 'Armanino LLP webinar' and 'Webinar ID: 596-173-235' is displayed, along with the GoToWebinar logo.

A yellow arrow points from the main panel to a smaller, simplified version of the sidebar on the right, which contains the same three icons: a left-pointing arrow, a microphone with a slash, and a document icon.

Modify Your Audio Settings



Armanino LLP webinar
Friday, March 24, 2017 11:00 AM Pacific Daylight Time

Switch to phone call

Choose mic & speakers

Headset Plantronics C32... Headset Earphone (Plantr...)

You will join in listen-only mode Test your sound

OK

Remember my choice English

OR

Armanino LLP webinar
Friday, March 24, 2017 11:00 AM Pacific Daylight Time

Switch to computer audio

Dial in now

Dial: +1 (415) 655-0052
Access Code: 755-839-295#
Your audio PIN: 62#

Already listening to the webinar? Press #62# now.

OK

Remember my choice English

Learning Objectives

- **Learn how** companies create what-if scenarios for sensitivity analysis
- **Compare** different operational impacts of COVID-19
- **Distinguish** which factors can be adjusted and controlled
- **Identify** reforecasting based on mandated employee changes and mandated product delivery changes due to social distancing

Agenda

- **Introductions**
- **Armanino – Client Trends and Responses to Pandemic**
- **Panel Discussion with Clarke & NYRR**
- **Overview & Demonstration**
- **Q&A**

Introductions

Today's Presenters



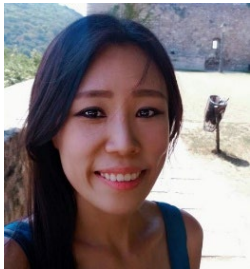
Bryan Rogers

*Senior Manager,
Consulting*



Ryan Prindiville

Partner, Consulting



Julia Lee

*Senior Manager,
Financial Planning &
Analysis*



Regina Romanov

*Senior Manager,
Financial Planning &
Analysis*



Sarah Sebby

*Financial Planning
Manager*



A hand holding a glowing orb surrounded by gears and network icons. The background is a blue and green gradient with a network of white dots and lines. Several gears are visible, some containing icons like a handshake, a person, and a bar chart. A large orange banner is overlaid on the image.

Armanino – Client Trends and Responses to Pandemic



Recovery Tracker Helps Businesses Adjust Response by Locality

armanino

COVID Recovery Trackers

Gain the latest COVID-19 data by using the trackers below to learn about case trends by county, foot traffic by business category, location information on where people are at and how people are mobilizing around geographies.

CHOOSE FROM A TRACKER BELOW

- COVID-19 CASES
- FOOT TRAFFIC
- HOME VS AWAY
- TRANSPORTATION

Decision Making With Data

Companies are faced with a multitude of business decision during these ongoing uncertain times. Many are turning to data to help assess the best course of action. But gaining access to the best data and then applying it to business needs is proving challenging, with a bevy of websites to sort through as well as ancillary data that lack any trends or insights.

This was the driving force in creating the tracker. We wanted to assist businesses by giving them access to the information most important to decision making for their business. This dashboard is just a start to disseminate helpful, localized trend data to companies all over the United States.

US Trend and Cases

Click on a State to view by County

2,296,455 Confirmed Cases

29,560 New Cases (Week to date)

12.5% 7-day vs. 14-day Average

Reset Screen

Daily changes Cumulative

Confirmed Cases

Confirmed Cases 3-day Moving Average 7-day Moving Average 14-day Moving Average

0K 10K 20K 30K 40K

Mar 2020 Apr 2020 May 2020 Jun 2020

Latest State News

Summary Details Updated June 23, 2020

State	Status	Latest Update	More info
AK	Reopening	Stay-at-home order expired on April 24. Gov. Mike Dunleavy, a Republican, eased restrictions on several kinds of businesses starting April 24, giving Alaska among the first restarts in the nation. All businesses were allowed to open at full capacity May 22.	
AL	Reopening	Stay-at-home order expired on April 30. Gov. Kay Ivey, a Republican, allowed the state's stay-at-home order to expire on April 30, transitioning to a "safer at home" model. Retail stores were allowed to open first, with restaurants, salons and gyms opening May 11 and entertainment venues opening May 22.	
AR	Reopening	Did not have a statewide stay-at-home order. Gov. Asa Hutchinson, a Republican, began a phased reopening in early May with the reopening of salons and gyms. Restaurants and large	

State Name	Total Confirmed Cases	7-day vs. 14-day Average	New Cases (yesterday)	New Cases (this week)	New Cases (last week)	3-day Moving Average	7-day Moving Average	14-day Moving Average
Alabama	30,454	-15.2%	433	433	4,786	484	597	705
Alaska	759	-3.1%	6	6	92	13	14	14
Arizona	54,586	32.9%	2,196	2,196	16,699	2,633	2,554	1,922
Arkansas	16,063	-0.2%	522	522	3,062	486	452	453
California	184,336	13.6%	6,666	6,666	24,722	4,560	4,096	3,605
Colorado	30,705	11.5%	168	168	1,409	173	201	180
Connecticut	45,782	-30.9%	30	30	698	75	83	121
Delaware	10,820	13.2%	45	45	511	70	69	61
District Of Columbia	10,058	-22.6%	38	38	253	35	37	48
Florida	100,217	29.6%	2,946	2,946	21,705	3,490	3,270	2,523
Georgia	66,284	14.2%	1,459	1,459	7,082	1,314	1,102	965
Hawaii	816	14.3%	2	2	86	9	11	10
Idaho	4,253	48.7%	250	250	606	127	113	76
Total	2,296,455	12.5%	29,560	29,560	184,551	29,465	27,934	24,825

- ✓ **Case Tracker**
How are the number of cases changing week to week?
- ✓ **Foot Traffic**
Where are people visiting? What types of locations are seeing upticks already?

- ✓ **Transportation**
How has travel changed during the pandemic?
- ✓ **Home vs. Away**
How much time do people spend away from home?

[Visit the Recovery Tracker](#)



Plan for Adjusting to the New Workplace

- **Armanino COVID-19 Return to Work App**
 - Easily adopt and implement new policies
- **Workspace Scheduler App**
 - Allows employees coming to work to reserve offices/workstations in advance.

Reservation Details

Name: Arnold Armanino

Email: aarm@armaninollp.com

Date: 6/8/2020 All day

Location: San Ramon - 3rd Floor

Workspace: Triple Hotel - A (Office 3124)

Description: Shared office behind water cooler

Floor: 3 Office Number: 3124 Id:

Reserve Add to Calendar Cancel

armanino Octavio Laos

You are performing checks for: San Ramon

1. Have you completed your daily office safety check?
2. Have you checked with Building Management?
3. Have you communicated with HQ?
4. Have you checked with building management if rules have been observed?



Monthly & Daily Cash Flow Forecasting

- Plan Your Balance Sheet
- Plan Your Indirect Cash Flow
- Plan Your Direct Cash Flow
- Break Down Your Cash Flow Forecast into Days

Standard Demo | Sheets > Cash Flow

Adaptive Insights A Workday Company | armanino

#	ACCOUNTS	DEC 2019	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	JUL 2020
1	Beginning Balance	112,839,496	112,715,050	104,523,106	107,652,258	110,715,411	113,381,999	116,747,852	120,434,311
2	Net Income	4,084,402	3,055,126	3,030,379	3,150,871	3,393,477	3,468,773	3,592,722	3,648,935
3									
4	▼ Total Adjustments								
5	▼ Operating Adjustments								
6	(Inc)/Dec in Accounts Receivable	-857,463	-13,485,516	-306,567	13,873	-352,510	-306,137	-104,491	-448,954
7	(Inc)/Dec in Allowance for Doubtful Accounts	-29,437	-270,621	-8,277	375	-9,518	-8,266	-2,821	-12,122
8	(Inc)/Dec in Inventory		-818,164	548,640	71,816	-126,621	-2,904	143,888	33,143
9	(Inc)/Dec in Other Assets	7,110	1,515,492	-90,990	7,583	7,583	7,583	7,583	-80,767
10	Inc/(Dec) in Accounts Payable	37,033	-101,031	2,673	-10	-5,941	-829	2,214	-3,124
11	Inc/(Dec) in Deferred Revenue	-2,819,298	830,706	-201,241	-363,571	-410,241	68,333	-181,313	686,146
13	Inc/(Dec) in Other Liabilities	0	-500,000						
14	Total	-3,662,056	-12,829,134	-55,764	-269,935	-897,248	-242,221	-134,940	174,323
15	▼ Investing Adjustments								
16	(Inc)/Dec in Fixed Assets	524,208	54,207	36,114	54,724	34,201	-26,229	52,863	55,363
17	Total	524,208	54,207	36,114	54,724	34,201	-26,229	52,863	55,363
18	▼ Financing Adjustments								
19	Line of Credit/(Repayment)	0	2,780	3,352	3,373	3,393	3,982	4,010	4,038
21	Total	0	2,780	3,352	3,373	3,393	3,982	4,010	4,038
23	Adjustments due to Exchange Rate Changes	54,037	-7,711	1,289	10,559	20,108	29,942	40,072	9,735
24	Total	-3,083,810	-12,779,857	-15,007	-201,279	-839,547	-234,526	-37,996	243,459
25									
26	Net Cash Flow	1,000,592	-9,724,732	3,015,372	2,949,593	2,553,930	3,234,247	3,554,726	3,892,394
27	Ending Cash Balance	113,833,472	104,523,106	107,652,258	110,715,411	113,381,999	116,747,852	120,434,311	124,479,063
28									
29	Available Cash/(New Loans Required)	93,833,472	84,523,106	87,652,258	90,715,411	93,381,999	96,747,852	100,434,311	104,479,063
30	Check	0	0	0	0	0	0	0	0

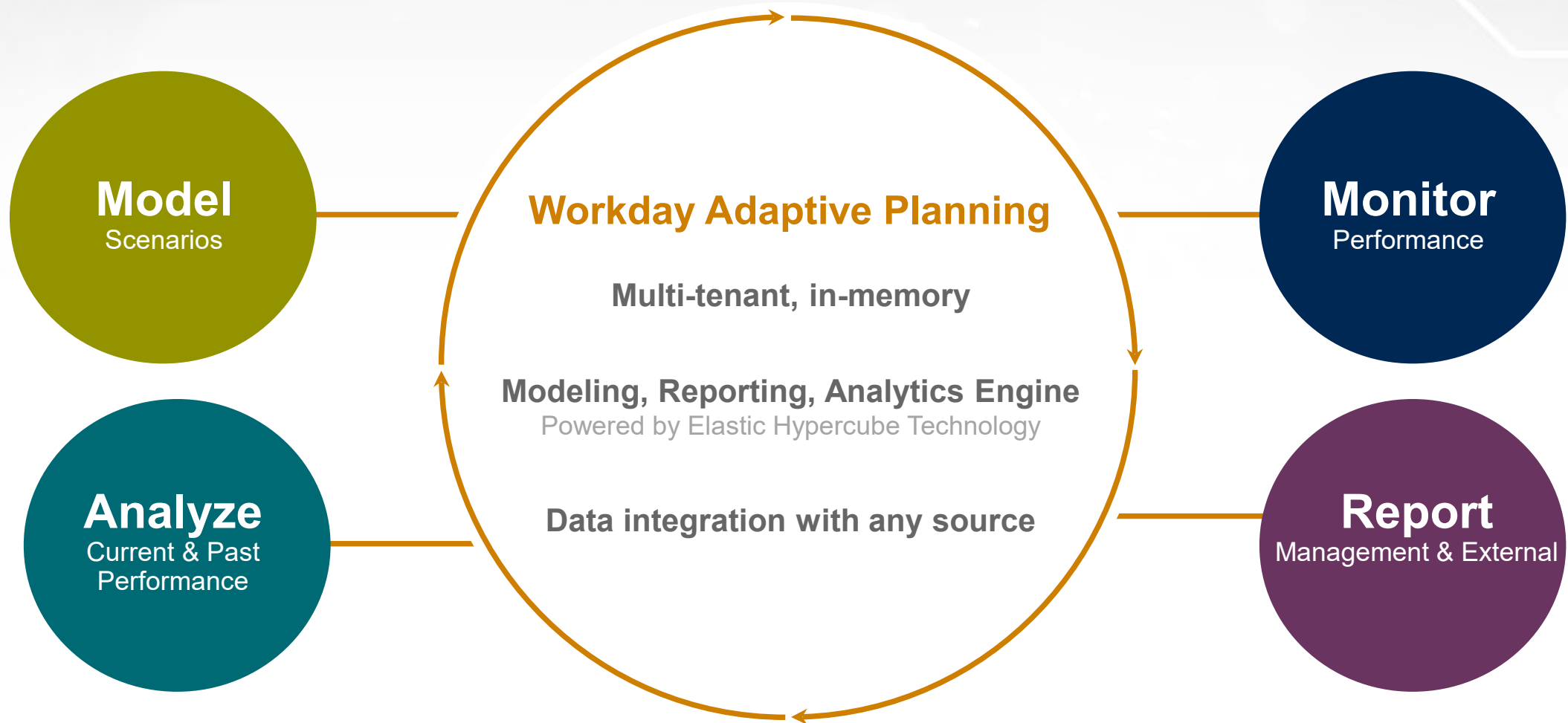
Panel Discussion –





Overview & Demonstration

Platform for Company-Wide Planning



Built for business users

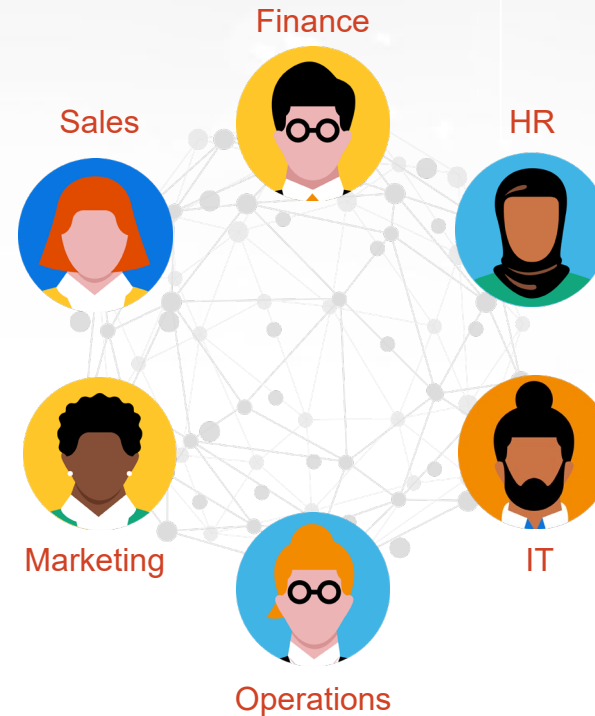
Requirements for Business Agility



Collaborative

Comprehensive

Continuous

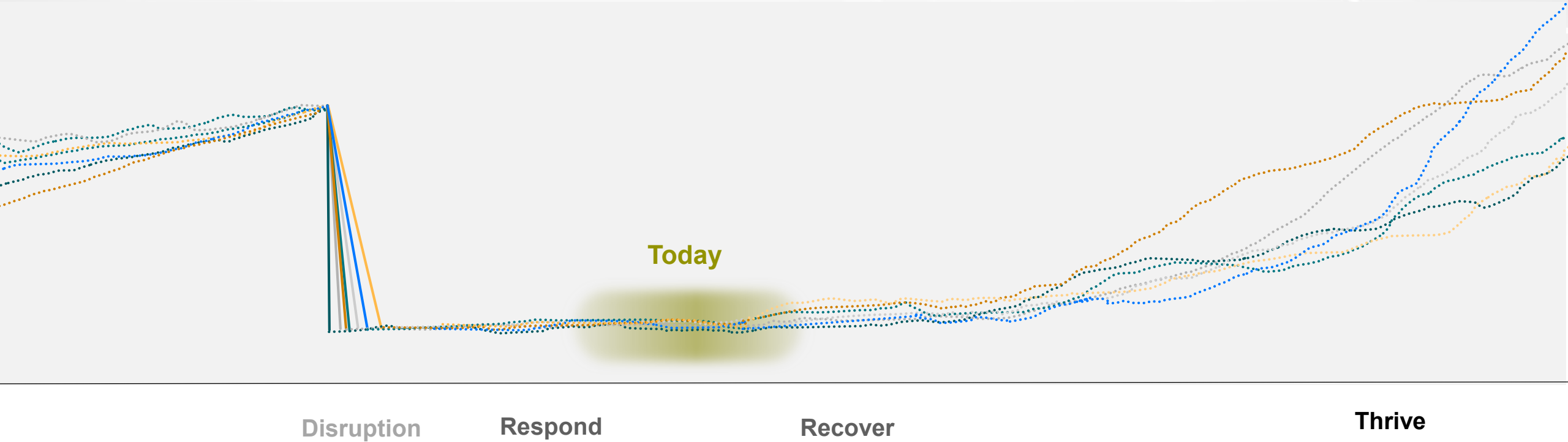


Designed for
Business Users

Powerful
Modeling Engine

Fast Planning
to Execution

Path to Recovery



The background features a hand holding a glowing, multi-colored orb. Overlaid on this are several white gear icons, each containing a different symbol: a handshake, a person in a suit, a bar chart with an upward arrow, and a dollar sign. A network of white nodes connected by thin lines is also visible, particularly on the right side. The overall color palette is dominated by blues and oranges.

Questions?

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Thank you!

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