



WEBINAR

Embracing the New Normal – Plan Your Way out of Uncertainty

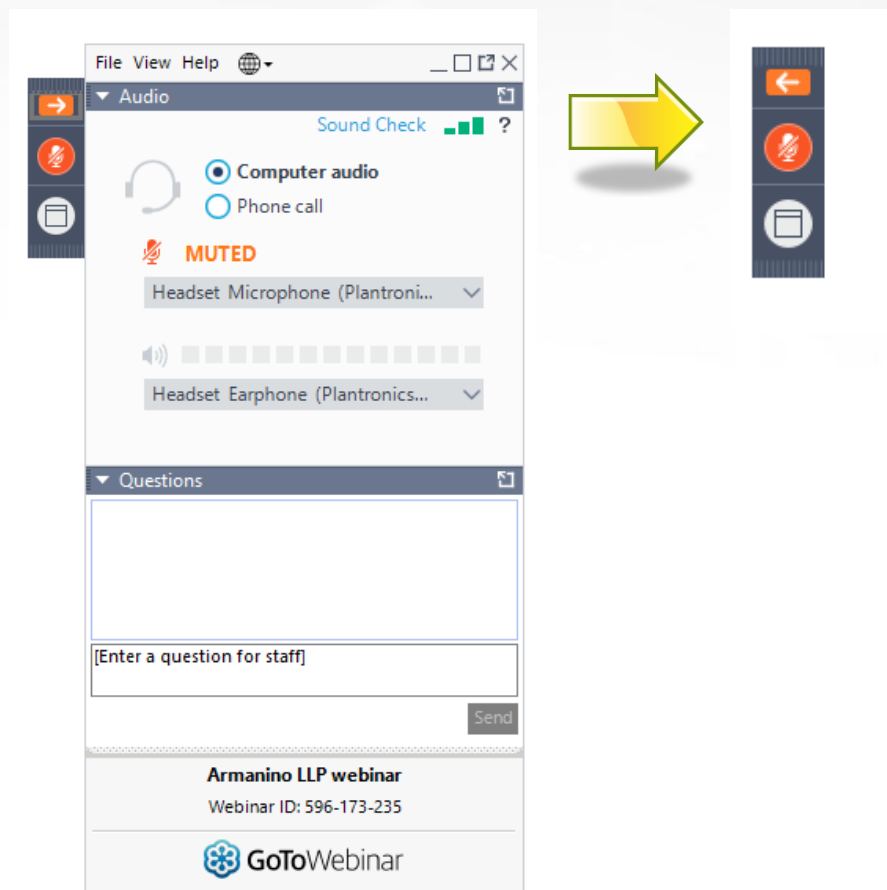
June 30, 2020 | 10 AM PT

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

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

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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



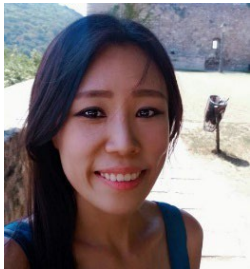
Bryan Rogers

*Senior Manager,
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Ryan Prindiville

*Partner, Armanino
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Julia Lee

*Senior Manager,
Financial Planning &
Analysis*



Regina Romanov

*Senior Manager,
Financial Planning &
Analysis*



Sarah Sebb

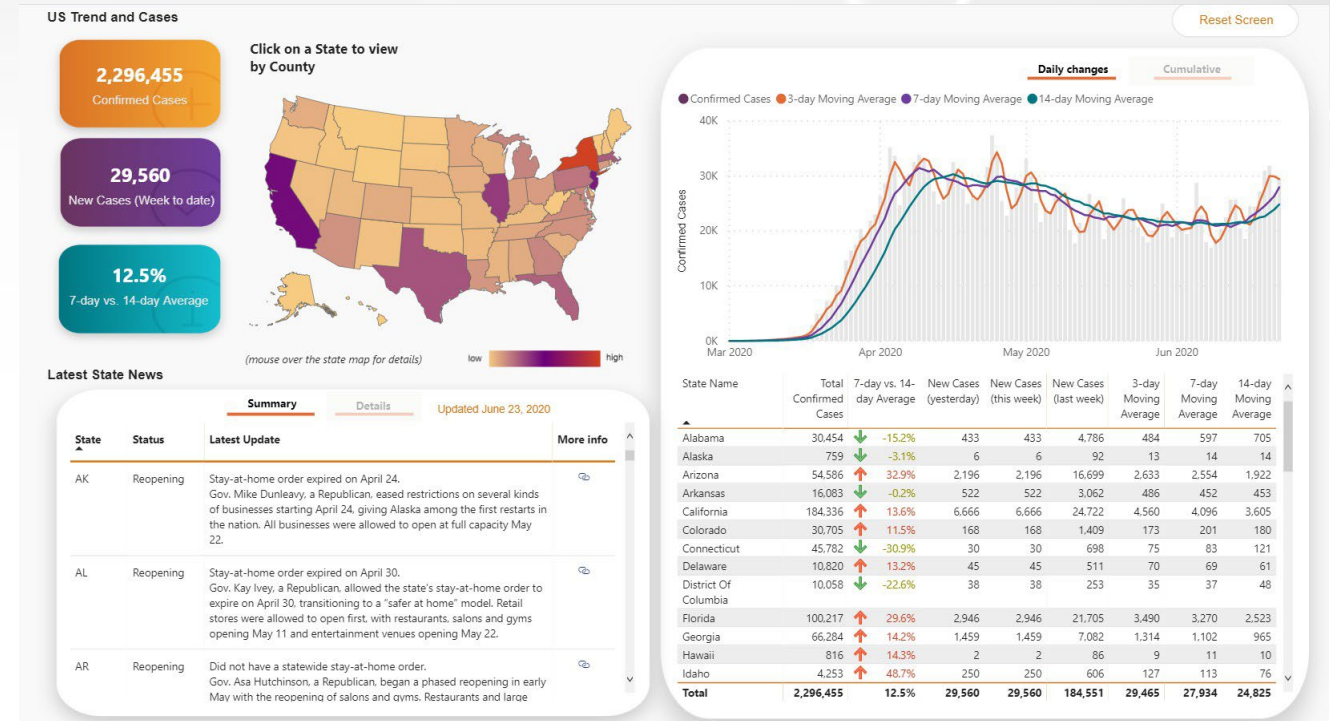
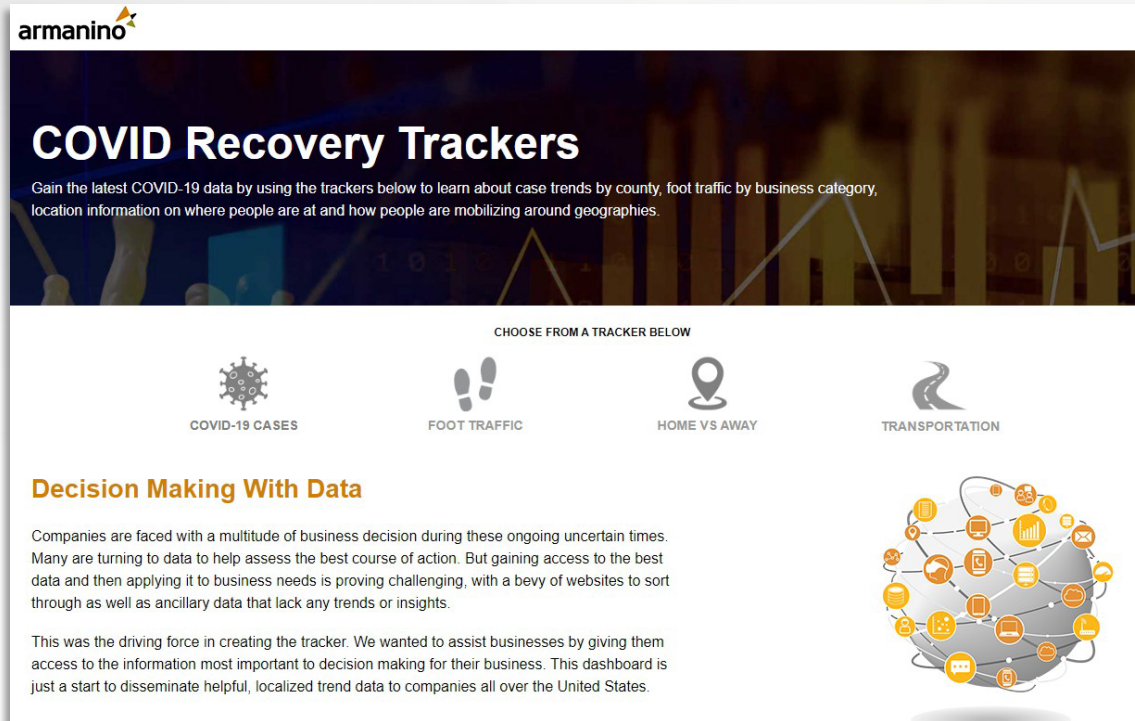
*Financial Planning
Manager*





Armanino – Client Trends and Responses to Pandemic

Recovery Tracker Helps Businesses Adjust Response by Locality



✓ 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

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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?

▼

Cancel

Continue



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

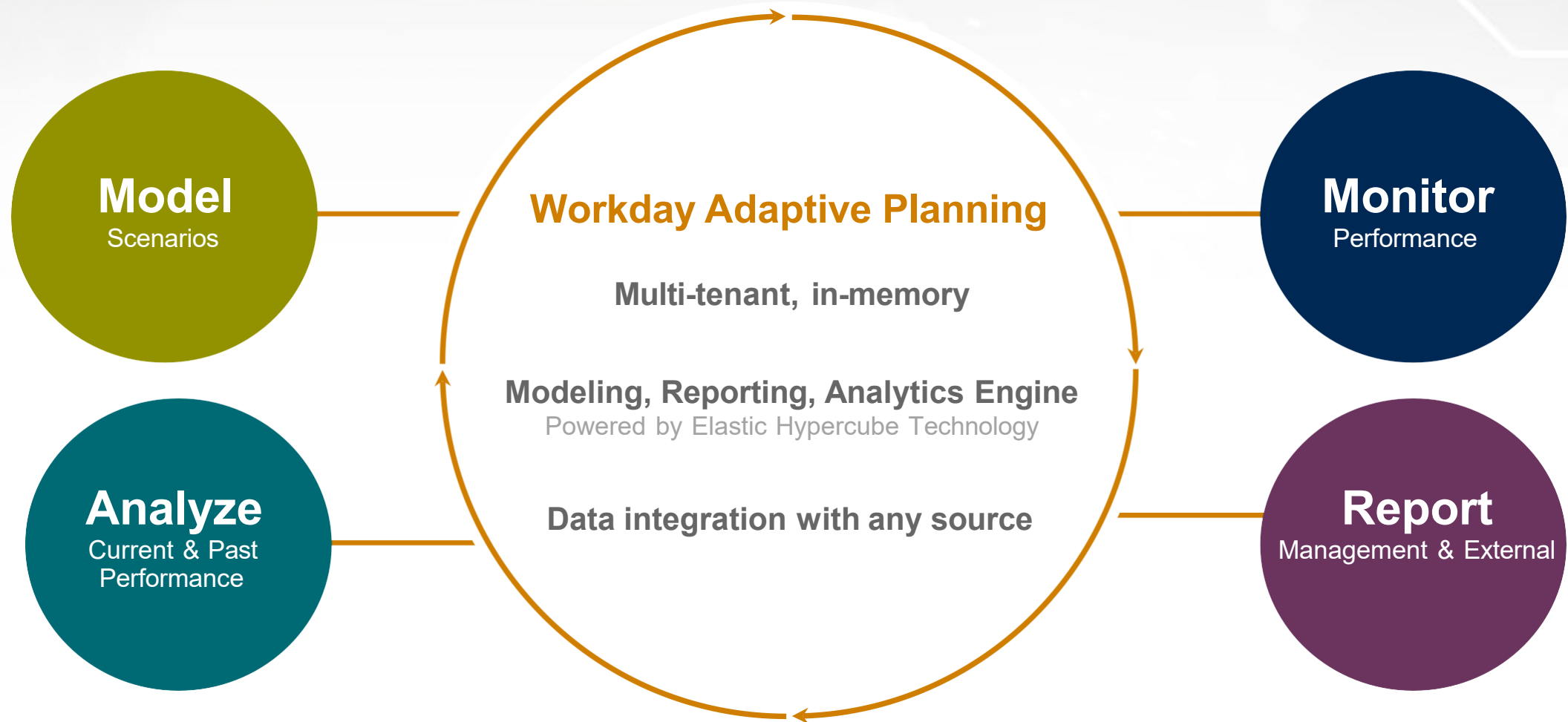
Panel Discussion –



The background features a complex digital illustration. At the center is a large, multi-layered gear. Surrounding it are several smaller gears, each containing a different icon: a handshake, a person in a suit, a clock, and a bar chart. These gears are interconnected by a network of white lines and dots. The background is a blurred image of a person in a business suit, with a bokeh effect of light spots. A large orange rectangle is positioned in the lower-left quadrant, containing the text 'Overview & Demonstration'.

Overview & Demonstration

Platform for Company-Wide Planning



Built for business users

Requirements for Business Agility



Collaborative

Comprehensive

Continuous

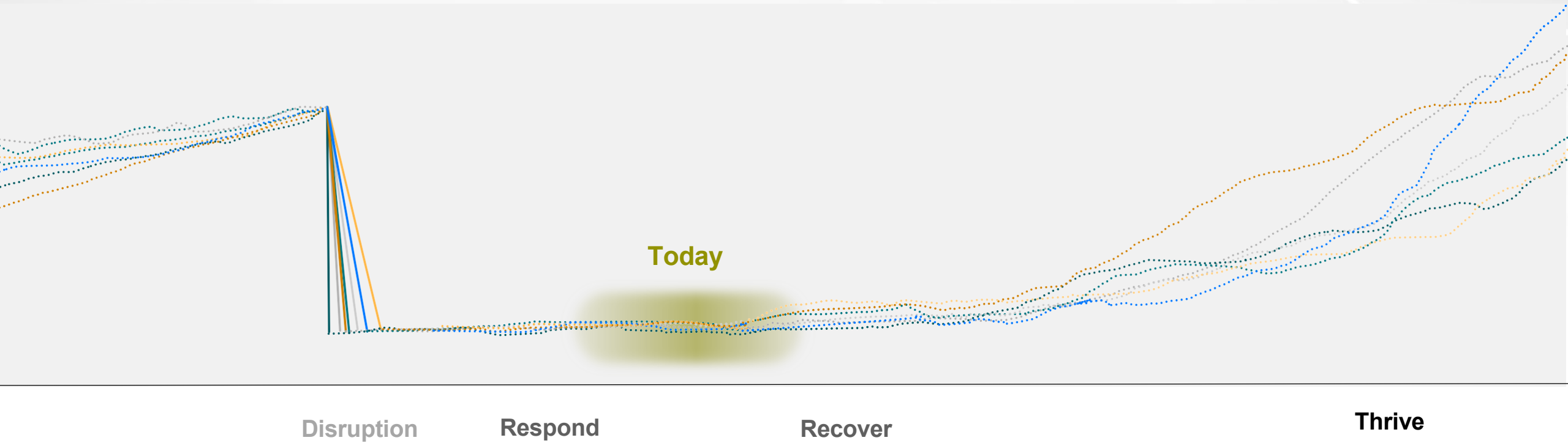


Designed for
Business Users

Powerful
Modeling Engine

Fast Planning
to Execution

Path to Recovery



The background features a complex digital illustration. A large, semi-transparent gear is centered, with several smaller gears connected to it by thin white lines. These smaller gears contain icons: a handshake, a person in a suit, a target, and a bar chart. To the right, a network of blue dots connected by thin lines extends across the frame. The overall color palette is dominated by blues, greys, and oranges. A large orange rectangle is positioned in the lower-left to center area, containing the text 'Questions?'.

Questions?



WEBINAR

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Thank you!

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