

Build Turnaround Strategic Plan based on Business Objectives and Initiatives

This slide covers turnaround strategies to bring business back from the brink. It includes plan for stabilizing financial operations, raising investment for growth, revamping sales strategies and refocusing team.



Stabilize Financially

- \$2M equity investment by Q3
- Cost reduction initiatives - 15% reduction by quarter end
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Investment for Growth

- Dispose 200K from materials, stock and WIP
- Generate \$300K from source code and CRM databases
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Revamp Sales and Marketing

- Establish new marketing strategy, segmentation
- New value proposition and messaging
- New pricing strategy
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Refocusing the Team

- Establish powerful coalition
- Create short term wins
- Create vision for change
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How To Turnaround In Virtual Business

S Marginson



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