

“CRISIS IN PERSPECTIVE”

TASKFORCE 3-D

Diagnosis, Delta plan, Doing it

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There have been profound changes to the reality within which you do business

You have always steered a careful course

Formulating objectives, performing focused analyses, drawing up a concrete action plan followed by incremental implementation. You know how it works. Every entrepreneur, entrepreneurial decision-maker and professional recognises these phases in the management process.

But the perspective has drastically altered

So is everything suddenly different now? No, not in practice really. Except that the economic environment within which you conduct your business has drastically altered in a very short space of time. The credit crisis has already filtered through to almost all sectors of the real economy, which has resulted in many organisations being forced to adopt a more defensive positioning or being required to anticipate the effects of the rapidly changing economic reality.

The problems appear to be very diverse in content

In recent months, our day-to-day business has been increasingly confronted with questions that are prompted by the current economic climate. Questions such as the possibilities of making preferential payments due to limited liquidity, the conditions for extra capital injections, the possibilities for reducing working hours or the reallocation of assets, including real estate.

The underlying relationship between the problems demands an integrated approach

Although the questions may appear to be very divergent in nature, they reveal a strong underlying relationship: they all stem from the requirement to either research the possibilities for a pro-active policy, or the desire to quickly react to the effects which are already beginning to show. The underlying relationship between the issues requires an integrated approach and in order to address this, Lexence has combined the expertise it has built up over the years into the Taskforce 3D: **Diagnosis, Delta plan, Doing it - from the altered perspective**. We have already seen how this approach allows your problems to receive the kind of integral attention which is required now more than ever. On the Menu enclosed, you will find an overview of some of the issues which can arise.

3-D in perspective: Diagnosis, Delta plan, Doing it

Diagnosis:
insight into
the legal
position in 1
to 2 weeks

Diagnosis – Every action, whether pro-active or reactive, should be based on clear insight into the legal position. This could involve your organisation, your debtors or creditors, but also for example the targeted partnership or the take-over target. The objective of the problems diagnosis is to map out your organisation and the possible risks from a legal perspective. The end product will be a report, the Diagnosis, which will enable you to draw up an action plan.

Deltaplan:
delineates the
legal
possibilities

Delta plan – When you realise your organisation is at risk from the crisis, with or without the aid of the above diagnosis, you will invariably begin planning your course of action. Lexence can map out step-by-step all of the possible actions for your enterprise in view of the current economic situation; we call this the Delta plan. You should consider the following:

- The (corporate) enterprise itself: From the perspective of directors and shareholders.
- The enterprise and third parties: Financing, securities and relations with third parties.
- The enterprise and its people: Topics concerning industrial law, with regard to both the individual and the collective.
- The enterprise and its assets: With the focus on real estate and the possibilities and obligations stemming from this.

The end product will be a concrete action plan; the Delta plan, which will indicate the progress milestones, time scheduling, the expected outcome and the investments required. It will also demonstrate how these elements are integrated and connected, creating a road map for the required implementation.

Doing it:
implementing
the plan

Doing it – You will then wish to implement the plan made, which entails actually doing it. Lexence can assist you in this with a whole range of actions, such as assistance with negotiations, drawing up agreements, implementing reorganisations, legal actions or sequestrations. The end product is a reduced risk of damage due to the effects of the current economic crisis.