

Challenges facing APSO members:

Time to dust off the Starship “Enterprise” – and go where no small business has gone before ...”

With so many APSO members facing huge challenges financially and operationally during the lock down period of the #CoronavirusinSA and thereafter, we aim to unpack the challenges and discuss solutions and critical business survival tasks to focus on right now, to enable you and your staff to weather the storm



DISCUSSION POINTS

1. First things first – How to keep your business afloat
2. Tools and suggestions on what to do right now (Resources to be emailed afterwards and on <https://edgexec.co.za/covid19-south-africa/>)
3. Possible solutions and a plan of action to help you survive
4. How to stay relevant
5. Long term survival strategies

THE CURRENT ENVIRONMENT, CHALLENGES AND ISSUES FACING APSO MEMBERS

1. The Future of our industry – dominated by SMME
2. The Challenges around managing a SMME
 - Cash flow
 - Managing payment terms
 - Employees
 - SLA with clients
3. Client base declining
 1. Due to headcount freeze
 2. Moratoriums on recruitment
 3. Internal HR teams
 4. General downturn in economy
4. What can SMME’S offer in terms of expansion of services to clients?
5. Is developing a specialisation / niche a good strategy for SMME?
6. What is the current value proposition for SMME to client base?

QUESTION AND ANSWERS

Janice Wagner
Director C.A.(SA) H Dip
Tax



Co hosted by:

Jacqui Ford and APSO President Tsholo Ramodibe

Stefan Enslin
Director

