

Weathering the Covid Overhang via Leasegen

While the fight for survival continues, it is important for industry players to carry on with their medium-term planning and look for ways to increase liquidity, reduce costs and keep operations running - all while managing a plethora of health safety issues for customers and employees.

Business-as-usual planning will not suffice. Companies have to develop several plausible recovery scenarios and evaluate their financial stance and survivability in each of them. For each of the scenarios, they need a clear action plan incorporating no-regret moves, strategic bets, and a set of triggers to activate these actions as the situation evolves.

1

Design a set of plausible recovery scenarios

Plan for the next 6, 12, 18, and 24 months and evaluate financial stance in each of the scenarios. Events evolve and this will help minimize the impact. Scenarios should incorporate external and internal factors, including levels of travel demand, fleet profiles, oil prices, financial support, changes to competitive landscape, etc.

2

Identify a long list of interventions

They should consist of no-regret moves (e.g. portfolio rationalization), more aggressive actions triggered as specific scenarios unfold, and big strategic moves (e.g. explore P2F programs, end-of-life and engine leasing etc.) that need to be planned in advance so the company can move fast once it has green light.

3

Identify specific triggers that would "activate" interventions

This can include cash flow position, competitor moves, etc. Develop tracking mechanism and dashboards. Best practice is to set up a separate intelligence task force that is 100% dedicated to following the evolving situation.

4

Embrace agile decision making and rapid "test and learn" approach

As the situation continues to evolve quickly, traditional methods will not suffice.



SCENARIO PLANNING:

Leasegen, built on Workday Adaptive Planning, provides the Leasing world with a powerful platform that automates manual tasks and enables multidimensional scenario planning and what-if analyses, giving decision-makers data-driven insights they need to make the right decision when it counts.

INTEGRATION/AUTOMATION FRAMEWORK:

Miagens integration framework empowers you and your team to automate data flows so you spend more time understanding and analyzing data, not shuffling it from place to place. With our integration framework, you can reduce your risk of error, free up time from low-value-added tasks, and accelerate your analysis, month and quarter-end reporting cycles.

TRACKING / DASHBOARDING:

Measuring KPIs and tracking progress is easier when you're able to work together to improve results. Powerful analytics and interactive dashboards make it easy to display and share business results with operational executives

COLLABORATION:

Make it easy for people to participate. Create fluid step-by-step guides for your users, tailored to their specific roles, with links directly to the location in the financial model where their input is required. Simplify the process and help occasional or new users collaborate in each budget and planning cycle. Ensure that business and FP&A users complete all the necessary planning steps on a timely basis while giving them an experience that is easy and fast.