



Orion Short-Term Crisis Strategic Planning and Execution

The COVID-19 pandemic has created uncertainty and confusion in many businesses around the world. Business leaders are looking for practical ways to create clarity to help employees stay focused and execute on top priorities.

ClearPath has adapted Orion, our Strategic Planning and Execution Program, to help leaders identify top priorities and develop execution plans for the next 14, 30, 60 and 90 days. Quickly implementing Orion will allow leaders to create the clarity that will improve the quality and speed of decision making for them and their employees. Orion improves communication and alignment throughout the organization, reducing stress and improving results.

Once top priorities are clarified, we will develop Objectives and Key Results (OKRs) that spell out “who does what by when.” Clearly defining task owners, due dates and ways to measure results delivers a simple way to drive action and accountability across all teams.

Objective: Operate at breakeven and manage cash through period of volatility related to coronavirus and shelter in place order.			
Key Results	Owner	Due Date	Status
Create cash flow forecast for next 8 weeks	Allison	23-Mar	done
Analyze expenses and identify \$50k / month reduction	Mike	28-Mar	in process
Collect AR and reduce total AR to \$250,000	Janet	18-Mar	Missed - \$325K
Sell 3 new widgets to new or existing customers	Dave	28-Mar	1 sold
Set up and host weekly CFO update meeting via Zoom	Taylor	23-Mar	in process

Sample OKRs

Lastly, the ClearPath team will help implement meeting rhythms (virtual or in-person) to help keep everyone focused on the top priorities, to help hold people accountable to results and to identify where activities or objectives need to change on a real time basis. These meeting rhythms are the glue that hold everything together and are especially important when teams are working remotely or when conditions are fluid. At most companies, the owner / CEO and their leadership team are involved in these meetings.

The ClearPath team is ready to facilitate the entire process via video conference. To learn more about how we can help your organization through these challenging times, please contact us.

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