

Atlanta's
Technology Executives Roundtable
May 19, 2020

“Tech: How to Survive and Thrive
Through COVID-19”

*Please hold until
the session begins*

TEER
Technology
Executives
Roundtable



Rob Pinataro
President, Technology
Executives Roundtable

CEO, Payspan, Inc.

Your Forum

Candid discussion

CEOs, CFOs & Investors

Subject Matter Experts

Complex leadership issues

Share, challenge & test ideas

Technology
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--Please mute during presentations.

--Chat if you want to ask a question.

--We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor



MODERATOR:
Rob Pinataro
President, TER
CEO, Payspan, Inc.



Baha Zeidan
CEO
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Founder
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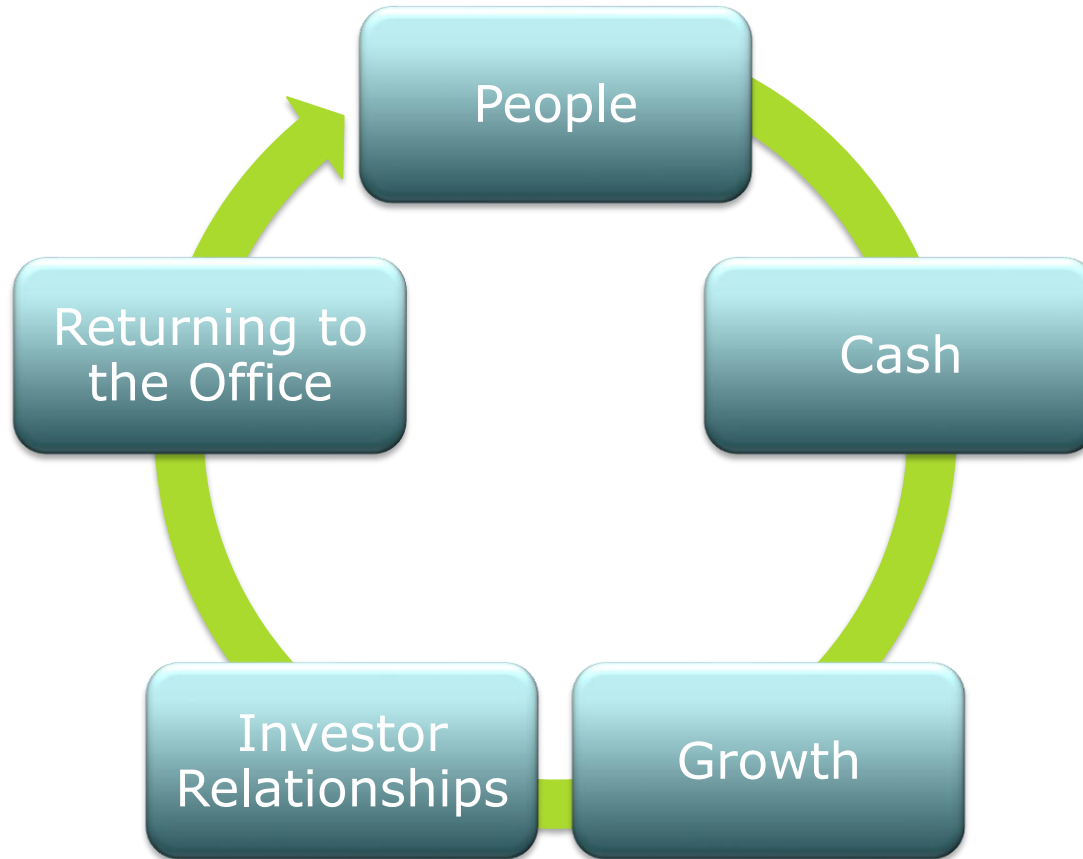


Jonathan Dick
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Tech: How to Survive and Thrive Through COVID-19

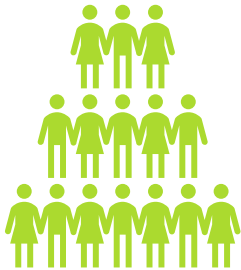


Continuously Iterating to Optimize Outcomes

People

- Leadership, motivation & productivity
- Disciplined execution
- Strategic reorganization/skill upgrades

Panel Discussion



Q1: What steps are firms taking to lead and motivate staff during the COVID crisis?

People

- Leadership, motivation & productivity
- Disciplined execution
- Strategic reorganization/skill upgrades

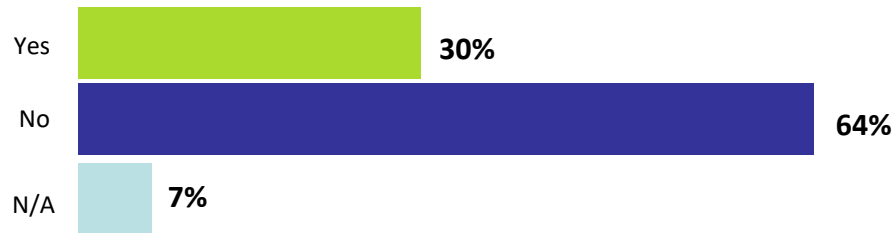
Panel Discussion



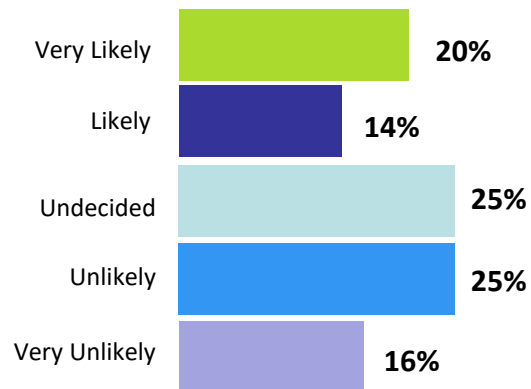
Q2: What unexpected HR challenges and solutions have you discovered?

Polls 1-2

1. Has your firm cut back on people, hours or compensation?



2. How likely is your firm to permanently reduce its office space per employees as a result of lessons learned through Work from Home?



Cash

- **Gathering market intelligence**
- **Financial modeling**
- **Managing sources, uses and balances**

Panel Discussion



Q3: What are the top three things your firm has done or is considering to maximize liquidity?

Cash

- **Gathering market intelligence**
- **Financial modeling**
- **Managing sources, uses and balances**

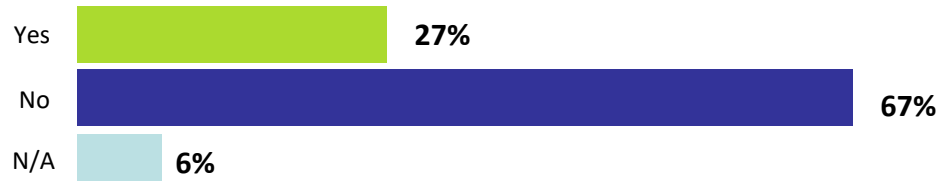
Panel Discussion



Q4: How have you changed the frequency and approach of your cash flow forecasting due to COVID?

Polls 3-6

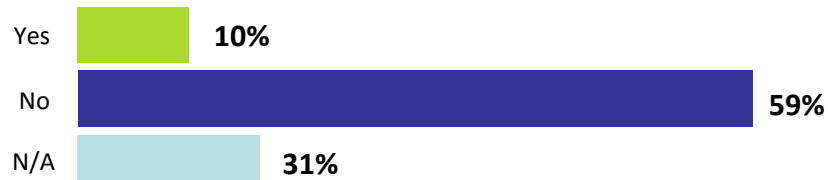
3. Has your firm started slow paying or not paying vendors?



4. Has your firm taken advantage of the social security tax withholding deferral?



5. If your firm received a PPP loan, are you considering returning the funds?



6. Does your firm plan to apply for one of the Main Street Lending Programs?



Growth

- Client retention
- Marketing & Sales discipline
- Changing product strategy
- M&A opportunism

Panel Discussion



Q5: How have you changed your marketing, sales or client retention activities to optimize results during the downturn?

Growth

- Client retention
- Marketing & Sales discipline
- Changing product strategy
- M&A opportunism

Panel Discussion



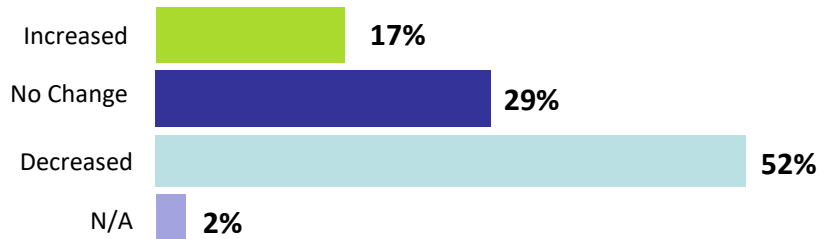
Q6: How long do you forecast the market impact to last and how are you preparing for the recovery?

Polls 7-9

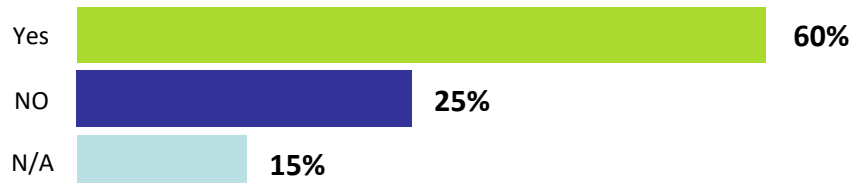
7. How has the COVID crisis affected the cycle time from lead to close for deals working through your pipeline?



8. How has the COVID crisis affected the count of deals in your active, qualified pipeline?



9. Has or will the COVID crisis likely trigger your firm to change the nature or pace of your product and/or M&A strategy?



Investor Relationships

- Boards
- Equity Investors
- Lenders

Panel Discussion



Q7: How is your firm dealing with its capital structure to get through the crisis?

Investor Relationships

- Boards
- Equity Investors
- Lenders

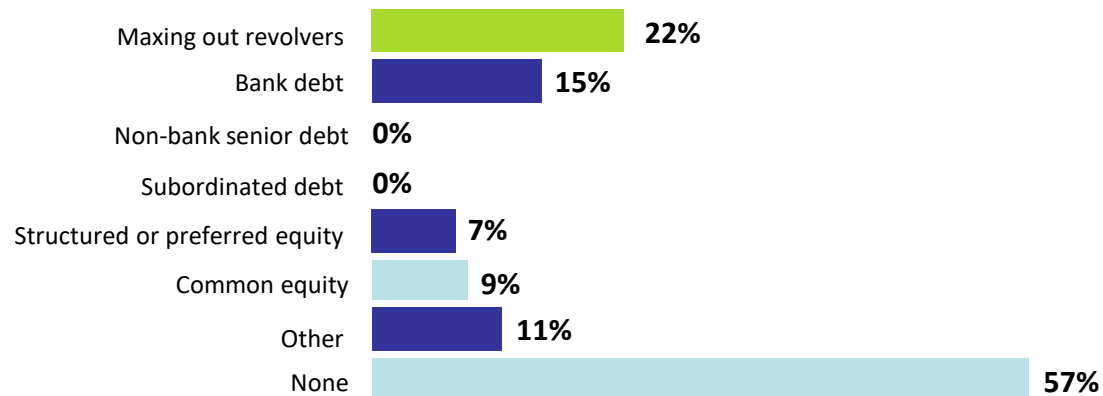
Panel Discussion



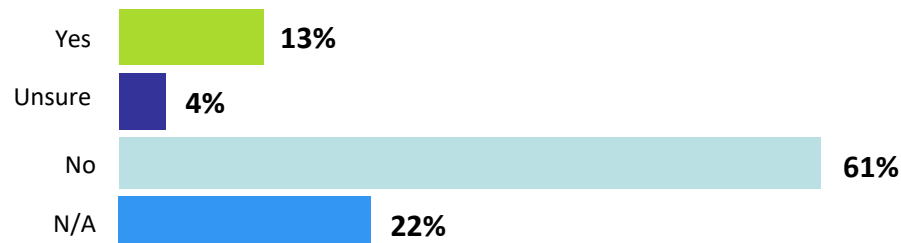
Q8: How has the frequency and nature of interactions between companies and investors (equity and debt) changed?

Polls 10-11

10. Which of the following additional sources of capital is your firm considering (Check all that apply)?



11. Has or will your firm need to renegotiate bank covenants or loan structure due to COVID impacts on financial performance?



Returning to the office

- Monitoring public health data
- Assessing company risk/reward
- Choosing to plan

Panel Discussion



Q9: What are the key changes you are considering to enable a safe return to the office while continuing to deliver results for customers?

Returning to the office

- Monitoring public health data
- Assessing company risk/reward
- Choosing to plan

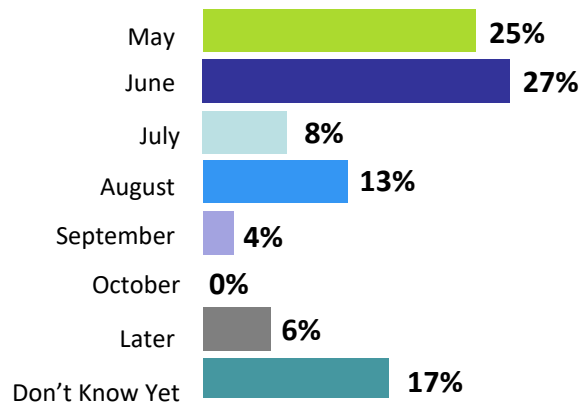
Panel Discussion



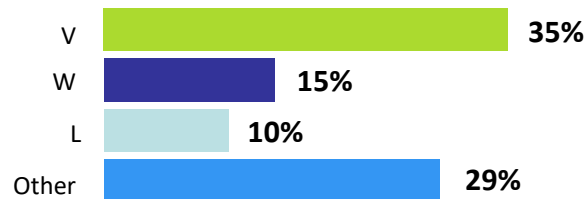
Q10: How will you determine WHEN to bring your staff back to the office?

Polls 12-13

12. In which month do you expect to get 50% or more of your staff back to working in the office?



13. What shape do you believe the recovery will take for your firm?



Panelists Contact Information

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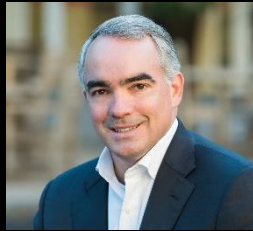
Join Our June 16, 2020 Virtual Meeting
“TOP 10 Issues for a Successful M&A Tech Deal – during COVID-19 and Beyond!”



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Partner
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