

Manufacturers' Plans for Navigating COVID-19's Continued Impact

At the start of the COVID-19 outbreak, manufacturers faced pressure on all areas of their businesses. Although by now manufacturers have navigated the immediate turmoil of the pandemic-recession, the path ahead is paved with continued volatility and uncertainty.

To get insight into how they will meet the challenges ahead, BDO's Manufacturing practice polled manufacturers in a recent webinar about their business plans and priorities. Here's what we learned:

Navigating Customer Relationships

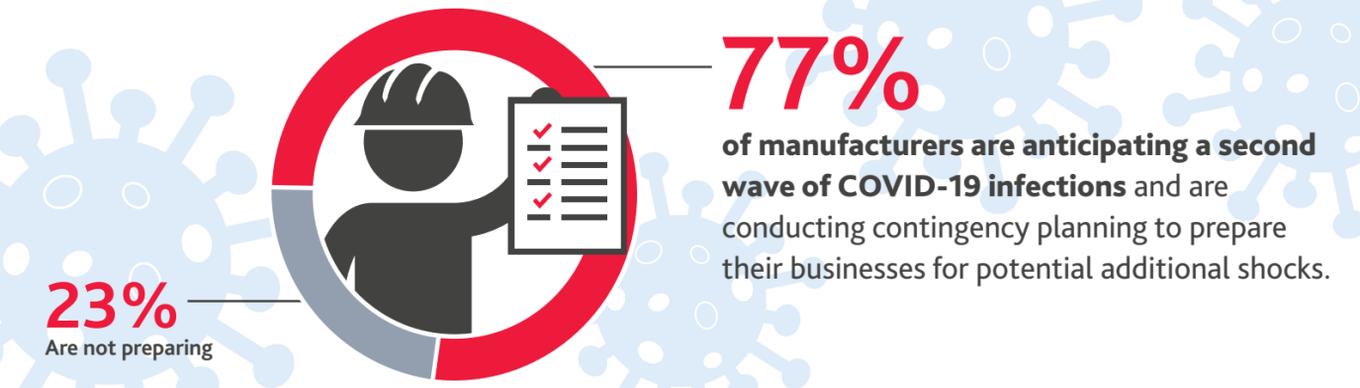
In the wake of a recession, **32% of manufacturers are primarily focusing on customer acquisition** and trying to win new clients, but customer retention, engagement and organic growth aren't far behind.

Which of the following is your **current primary focus** as it relates to your customers?



Weary of a Potential COVID-19 Resurgence

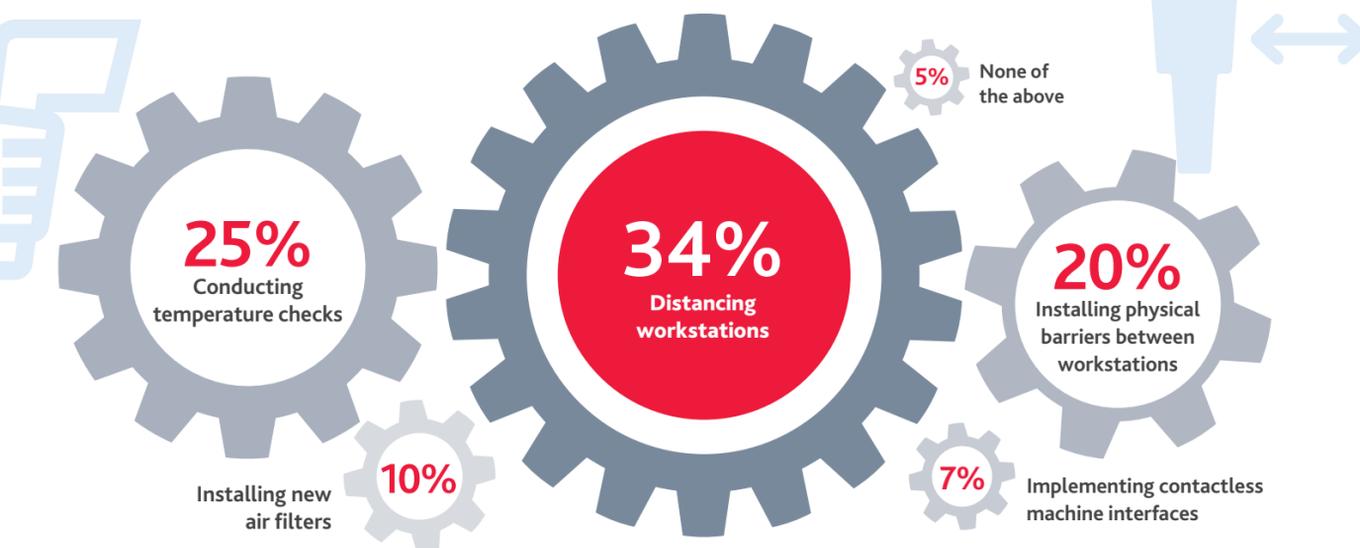
Are you preparing for a potential **second wave** of COVID-19 infections?



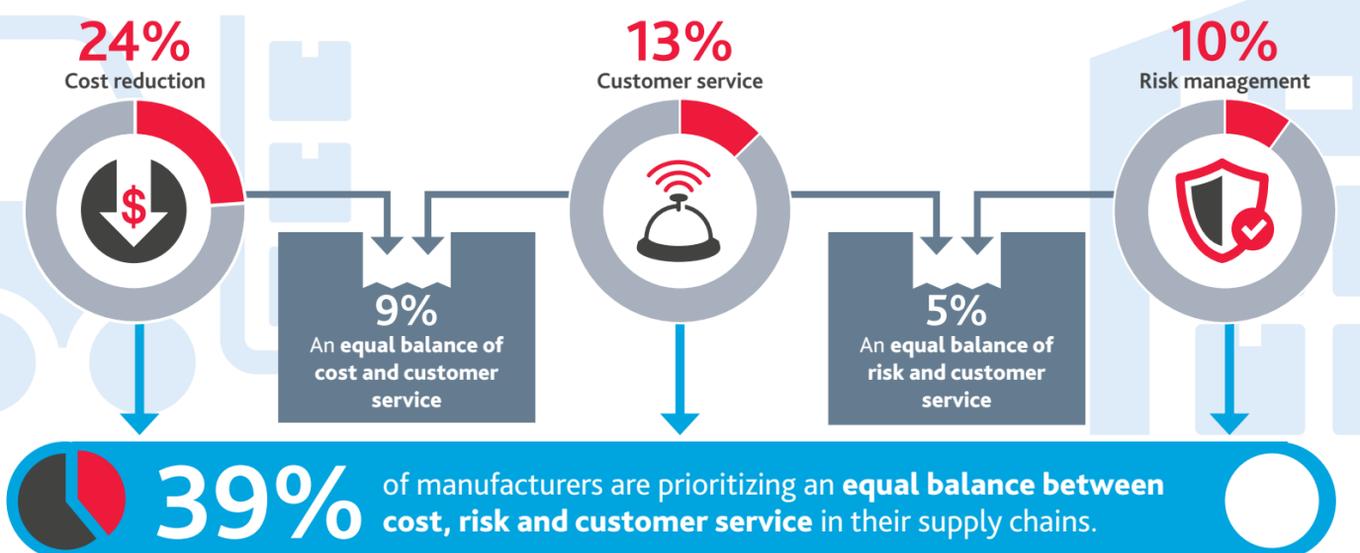
Strategies for Protecting Workforce Health and Safety

Manufacturers have implemented several strategies to protect frontline workers' health—at the top of their list are **distancing work stations (34%), conducting temperature checks (25%) and installing physical barriers between workstations (20%).**

Which of the following actions has your organization taken to **protect frontline workers' health**?



Top Supply Chain Priorities



For additional findings and to learn how to reposition your business for future success, read our [Resilience Playbook for Manufacturers: Maintaining Your Business in a Recession](#).

CONTACT:

- ESKANDER YAVAR, National Manufacturing Practice Leader, 713-407-3293 / eyavar@bdo.com
- BARB DERUS, Transfer Pricing Principal, 612-367-3095 / bderus@bdo.com
- JEFF PRATT, Supply Chain Leader, 440-725-9203 / jpratt@bdo.com
- GREG GRATTEAU, Human Capital Management Services Leader, 310-720-8507 / ggarrett@bdo.com