

The Right Answers to the Crisis

FERCO-EFFAT Plenary

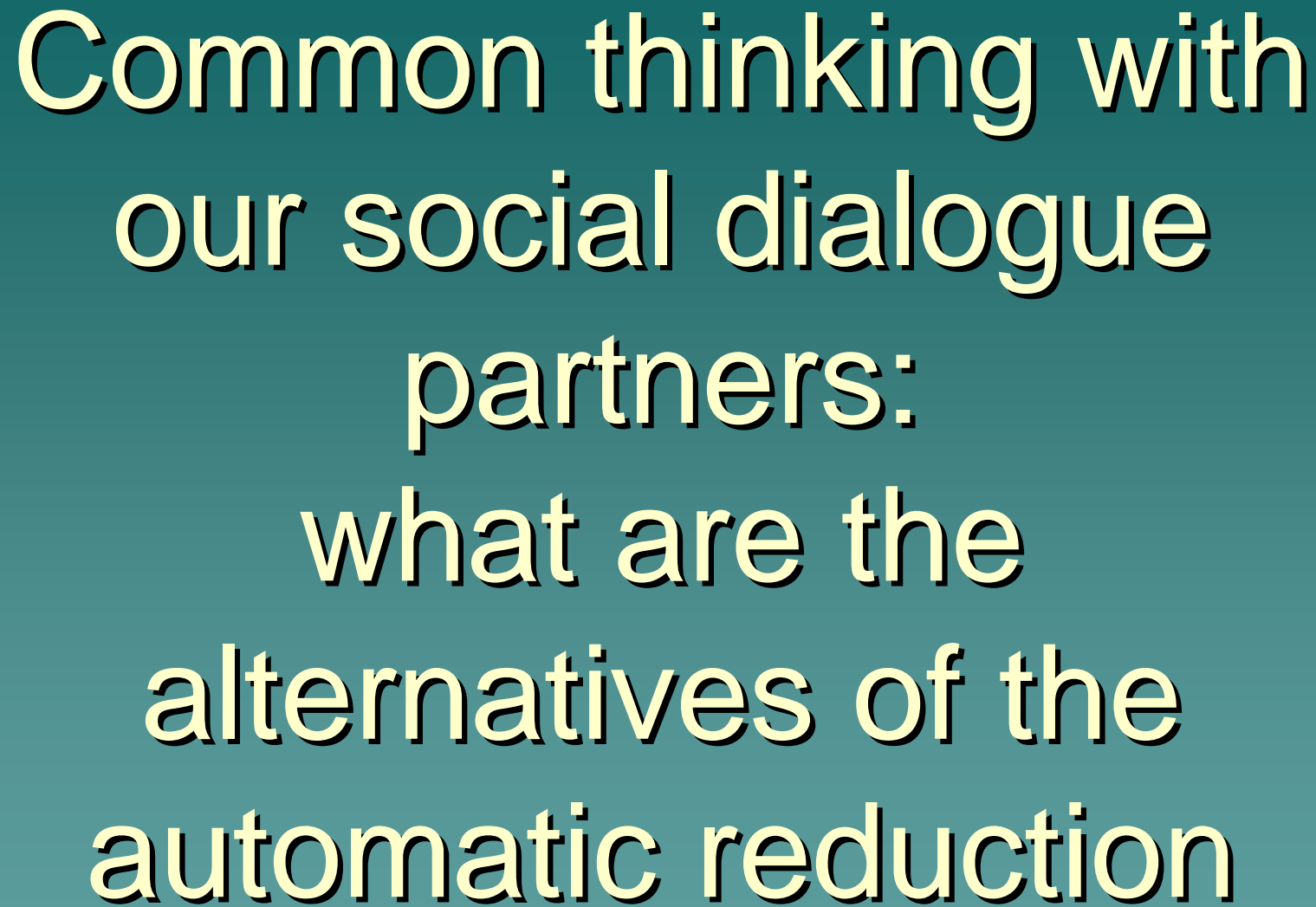
First period of the crisis
– panic reactions

The background is a solid teal color. At the bottom of the image, there is a silhouette of a mountain range in a darker shade of teal.

Very first reaction
reducing the personnel
(but this leads far,
companies enter a
vicious circle, the sector
loses it's best experts)

We have to stop and if possible
convert this progress

Common thinking with
our social dialogue
partners:
what are the
alternatives of the
automatic reduction



Think before!

**Before acting
doublecheck options!**

Actions are possible in two directions

- ◆ Reduction of costs
- ◆ Increase sales or slow down the loss of sales

Reduction of costs

- Energy
- Efficient way of applying outsourcing
- New work organisation
- Application of state grants combined with training
- Application of trainees

Energy

- How to proceed in contract renewal (what are the basic points to consider)
- Regular consultation occasions with a specialist consulting company
- Studying the possibilities of uniting energy purchasing volumes

Increase sales or slow down the loss of sales

- Increase level of outsourcing (here helps the study made on the public procurement of the sector)
- Internet applications