

# Let's Use Our Recession Time Wisely

## When the going gets tough, ... etc

If you have been around the traps for a while, you will realise that the present economic situation is just like a number that have occurred before, except maybe in degree. You can also bet your last remaining dollar that there will be another recession in the future.

Some businesses make the decision to immediately shrink the staff and slip quietly into their shells in the hopes that they will have enough fat to last through the bad times. Some make it, while a number do not.

Is there an alternative?

## The legacy of the good times

Twelve years of year on year growth has allowed some businesses to gain a little weight, and a sharp drop in confidence and return on investment may warrant them going on a diet. But let's think about next year rather than this month.

- Consider the skills and experience you may be removing from the business
- Consider the cost of reinstatement when conditions inevitably improve
- Consider the opportunity you have today to profitably employ your underutilised resources to help you improve your internal systems and records.

Tripes IT believes it can help you to analyse the strengths and weaknesses of your present

systems, always assuming you do not know this already, and then work with you and your experienced staff to prepare your business for the upturn which we all hope is not too far away.

Rarely does a business have sufficient resources to dedicate a valuable staff member to undertaking this work, because the business is too busy. Now there is some time available, let's not squander it. Keep your good people and put them to work building more robust and productive processes so you can meet the demands of the resurgence in business we know is just around the corner.

## How can Tripes help?

With over 38 years in the IT game, and experience in many different industries, David Estcourt Hughes understands well what it is that makes a business work. He knows how the components should fit together and the benefits that can be derived from keeping your business intelligence and client information in a secure and readily accessible form.

With help from its experienced technical staff, Andrew Lehman and Scott Ferris, Tripes is able to design and implement an IT solution to suit your requirements and aspirations.

With input from members of our specialist network, we are able to help you implement automated or semi automated processes to reduce time spent on various tasks and minimise risks associated with duplicated effort and copying data already recorded at least once.

To identify where our skills can be most appropriately applied, Tripes will perform a

fixed charge assessment of your business and produce a report which lists the components of your operation where we see an opportunity for you to save money, improve effectiveness and/or improve the quality of your work. This report will also provide you with an estimate of the cost of any infrastructure changes which we think will be necessary.

Once we review this report with you, we will work with you and your staff to better specify the problems and refine the solutions.

## The Study

To gather the background information for our report, we will undertake a number of interviews with you and your staff, assessing what tools you use in your everyday work and what use you make of these tools. We will assess your staff competence with your selected hardware and software tools and make our recommendations based on these findings.

The number of separate interviews will depend on the size and complexity of your business. We will work with you to create a list of interviewees to cover the full gamut of your processes and functions.

## More Information

If you would like to discuss a Tripes site survey, please contact David Estcourt Hughes on 08 8272 7555. He will provide you with a quotation for us to complete the study and present the report.

When you decide to proceed with the recommendations, David will produce a

detailed proposal for your consideration and acceptance.

## What Else Might You Do?

As you work in your business, you will come across things you recognise as being counter-productive, un-professional, costly or unnecessary. Start making a note of these items to raise at our first meeting. It is your business, and it is in your interests to identify and seek a resolution to processes and procedures in your business which are costing you unnecessarily. We can then pay particular attention to such practices as we perform the study and prepare our report.

On the reverse side, you will also find things which are very positive. List these also so we can use them as examples of best practice when we talk to your staff. A little praise goes a long way when good staff are involved in reworking a business to meet a challenging situation.

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