



Board of Directors

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- ▶ Review of key objectives
- ▶ How did we do?
- ▶ Organizational overview
- ▶ Top issues facing the company
- ▶ Review of our progress
- ▶ Key spending areas
- ▶ Head count
- ▶ Goals for the coming year

# AGENDA

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- ▶ What makes our company unique
- ▶ What makes our company successful
- ▶ Our shared vision
- ▶ Key undertakings of the past year



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## REVIEW OF KEY OBJECTIVES

- ▶ Department heads will give an overview of their performance against their objectives



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HOW DID WE DO?

- ▶ Review of changes
- ▶ Introduction of new managers
- ▶ Changes still to come



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# ORGANIZATIONAL OVERVIEW

- ▶ External industry pressures
- ▶ External customer issues
- ▶ High profile internal issues



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TOP ISSUES FACING THE COMPANY

- ▶ Financial
- ▶ Competitive
- ▶ Customer retention



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# REVIEW OF OUR PROGRESS



- ▶ R&D
- ▶ Sales and marketing
- ▶ General and administration
- ▶ Areas of improvement
- ▶ Areas needing attention/caution

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## KEY SPENDING AREAS

- ▶ Goals
- ▶ Results



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HEAD COUNT



- ▶ Strategic undertakings
- ▶ Financial goals
- ▶ Other key efforts



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GOALS FOR THE COMING YEAR

- ▶ Summary of key successes/challenges
- ▶ Reiteration of key goals
- ▶ Thanks



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SUMMARY