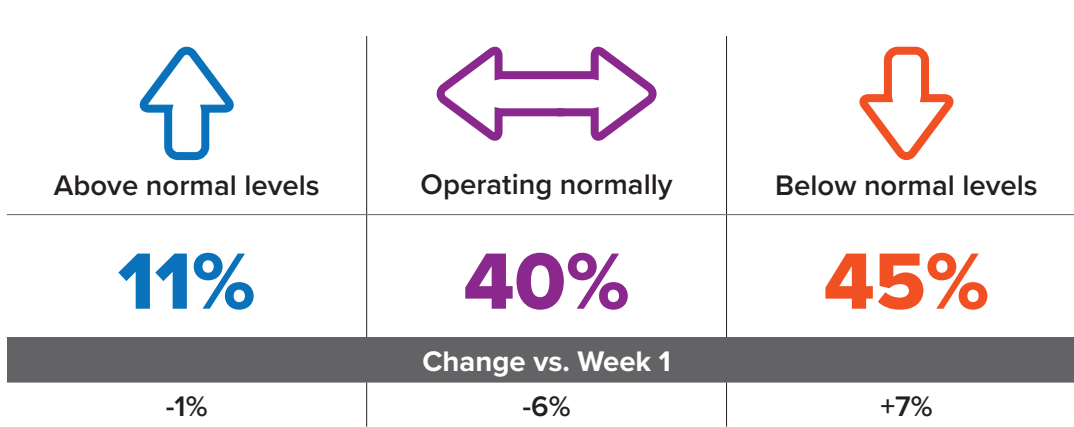


## Status of Operations Due to COVID-19



“We are stopping nonessential projects and not signing any contracts or placing any orders. Our locations in the U.S. and Canada have reduced salary by 10% companywide.”

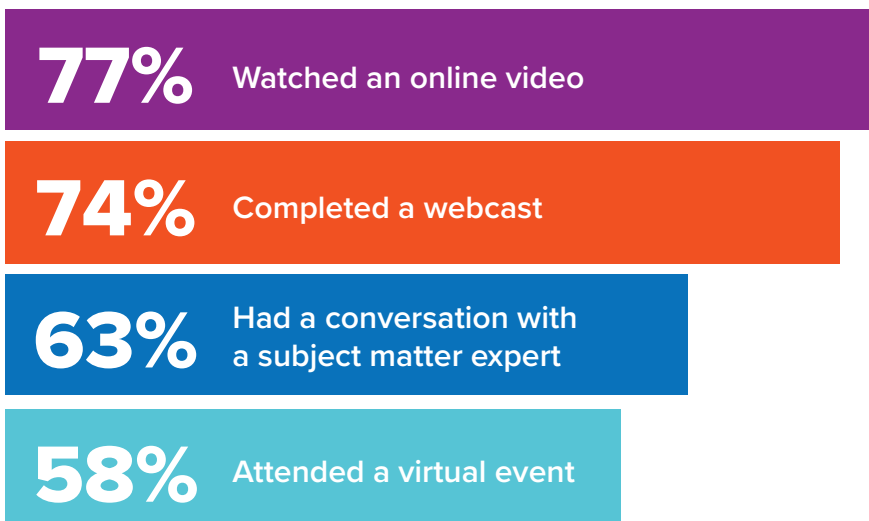
## Shifts in Spending

The majority (65%) are experiencing shifts in spending due to COVID-19.

- **Changing Priorities**  
Focusing on essential operations/needs
- **Changing Project Statuses**  
Canceling or postponing
- **Reducing Essential Costs**  
Cutting hours, adding layoffs, and furloughs
- **Re-Evaluating Vendors**  
Looking for cost savings

“We are putting a hold on projects. Reviewing current expenses and operational needs for cutting back. Looking for extended grace periods from vendors, offering payment plans to customers.”

## Continued Learning During This Crisis



### Heard About Learning Activities Via

- 1 Email
- 2 Word-of-Mouth
- 3 LinkedIn

Based on a total of 588 responses and 439 completes. Statistically sound with a margin of error = +/- 4% at 95% confidence. Source: ASUG research, ASUG Pulse Check weekly survey, April 2020