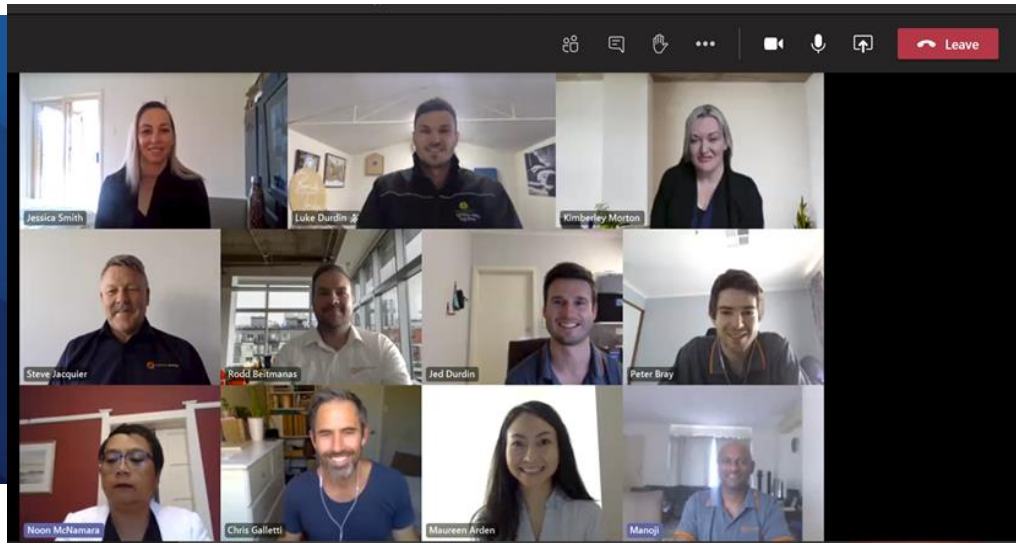




Success stories

Fully Virtual Office - winning recipe for ME

Maximum Energy leading the way out of COVID-19



Not Just Work from Home

COVID-19 created a sense of urgency to implement WFH for all our staff in 3 States and a model for virtual meetings with our clients.

Culture Building

“The technology played a key role in enabling our success (MS Teams) and coupled with an Agile Management philosophy that we rolled out, our performance is up significantly, and we couldn't be happier with the Culture that our staff are nurturing” said Jed Durdin CEO & Co-Founder of Maximum Energy.

All staff meet virtually every morning and there are breakout rooms for teams to manage their workload. What this has done, is increase transparency to all staff

and the flow on impact is increased shared accountability. A *One Team* philosophy.

Cost Benefit Analysis

The benefits have significantly outweighed the costs, not just in work quality. **No travel** means more time for key staff to support others and the business. No physical offices in SA, NSW, Vic means **no rent and outgoings**, with investment instead being put into staff development and tools to support higher levels of performance.

Clients love it

All Maximum Energy clients prefer virtual meetings now, however acceptance was slow to start through COVID-19 (March) when face-to-face was just what was done. Through June, acceptance was building and now it is expected and **preferred**. This is the 'new norm' for the business. “Meetings previously were never able to be booked quickly enough

but now can be scheduled very quickly with our customers and our suppliers, and it has built closer relationships” Jed said.

“Virtual Meetings are now embraced by our clients and having little to no travel time has meant we can have more regular productive meetings over a working week” *Jed Durdin, Co-Founder, ME.*

Lead Generation

Jed Durdin worked closely with Stephen Schmid, a Growth Facilitator from the Australian Government's Entrepreneurs' Programme delivery partner Business SA.

This was the final step for a fully virtual office, the sales team can now contact their leads directly and by talking within days, the rate of conversion is improving.