





# ACTION PLAN IMPLEMENTATION SCHEDULE

## Terminology

**AP** : action plan

**Local team** : the entire Partner employees

**Local team managers** : commercial manager + development manager + administrative and financial manager responsible + communication officer + HR representative

**Managing director** : manager of the Partner

**Head of department** : Caroline (MR) + Anne-Laure (CR) + Mélanie (DR)

**AGV : Agrivisions** : MR, DR, CR

**PA Coordinator** : member of Agrivision, which is in charge of defining the action plan for a Partner.

# STRATEGIC PHASE (1/2)

## Step 1 (Optional Action):



Before June



Discuss to begin identifying strategic priorities



Managing director



AGV, local team

## Step 2 :



From June 1 to 30



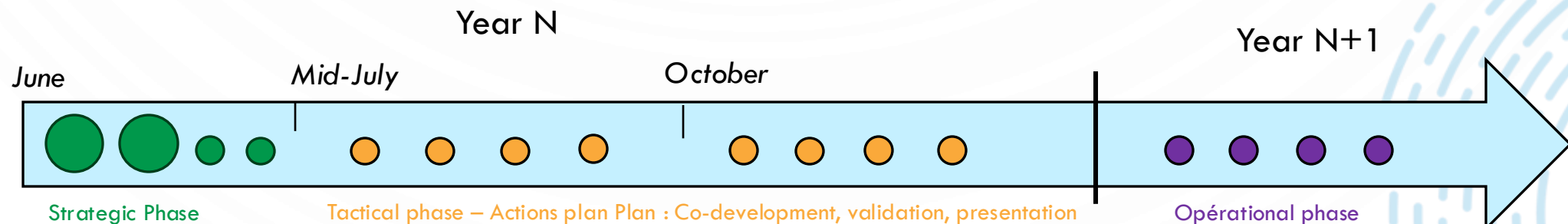
Define strategic priorities



BD



Managing director



# STRATEGIC PHASE (2/2)

## Step 3 :



From July 1 to 10



Validate strategic priorities



BD



Managing director, Agroexcellence  
Committee

## Step 4 :



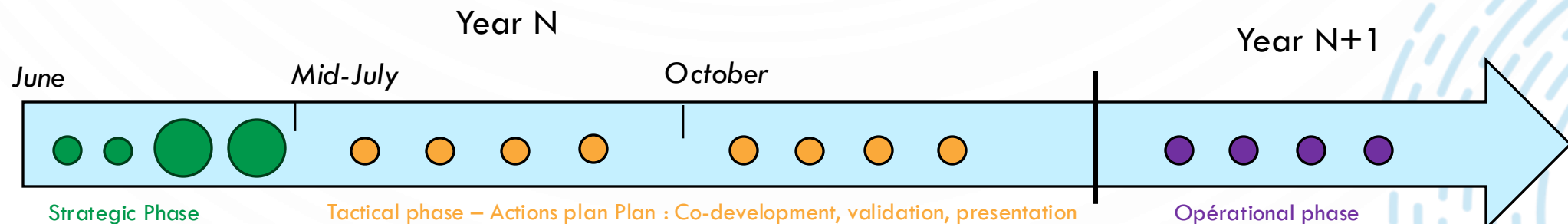
From July 10 to 15



Define AP Coordinator



AGV



# TACTICAL PHASE <sup>1/4</sup>

## Step 5 :



From July 10 to 20



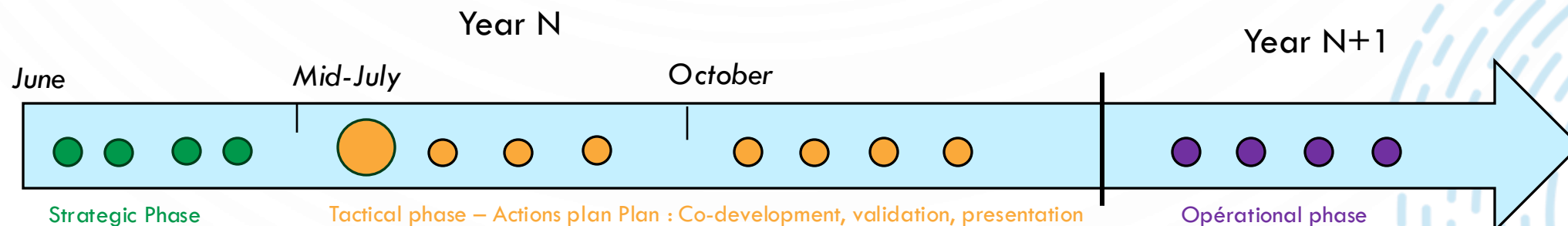
Kick-off meeting for action plan development



Managing director



AGV, coordinator, local team managers



# TACTICAL PHASE 2/4

## Step 6 :



From July 20 to August 31



Action plan development



AP coordinator



AGV, local team

## Step 7 :



From September 1 to 15



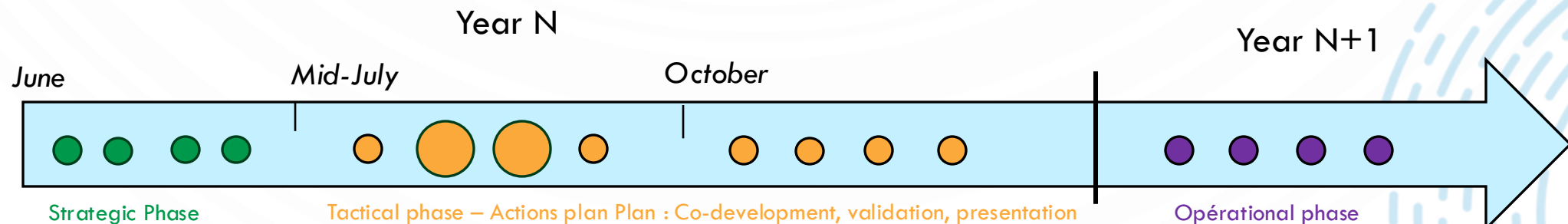
Obtain validation of the action plan from heads of departments



AP coordinator



Business Unit Managers, BD



# TACTICAL PHASE 3/4

## Step 8 :



From September 15 to 30



Corrections to be made by AGV and local team managers after heads of Department feedback



AP Coordinator



AGV, Heads of Department, local team managers

## Step 9 :



From October 1 to 15



Presentation of the action plan + Managing director's approval



Local team managers



Managing director, AGV (as support)

## Step 10 :



From October 15 to 31



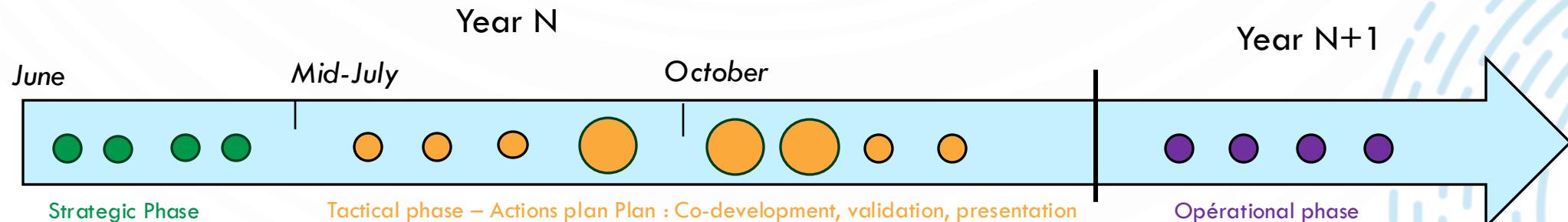
Action plan revisions and adjustments



Local team managers



Managing director, AGV





# TACTICAL PHASE 4/4

## Step 11 :



From November 1 to 15



Definition of individual objectives based on the Action Plan



Local team managers



Managing director, HR representative

## Step 12 :



From November 15 to December 15



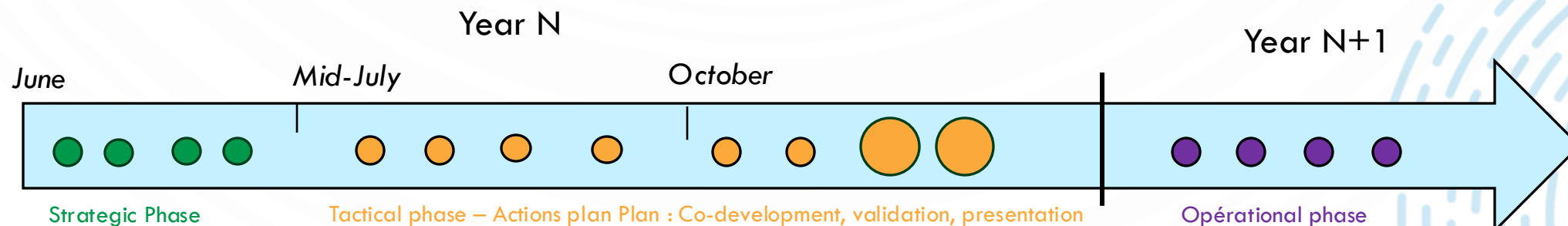
Year N review and presentation of Year N+1 Action Plan to the local team



Managing director



Local team



# OPERATIONAL PHASE <sup>1/2</sup>

## Step 13 :



From January 1 to 31



Start of Action Plan implementation



Local team managers



Local team, AGV

## Step 14 :



First quarter



1st Partner follow-up meeting: presentation of the previous year's review and strategic priorities for the new year



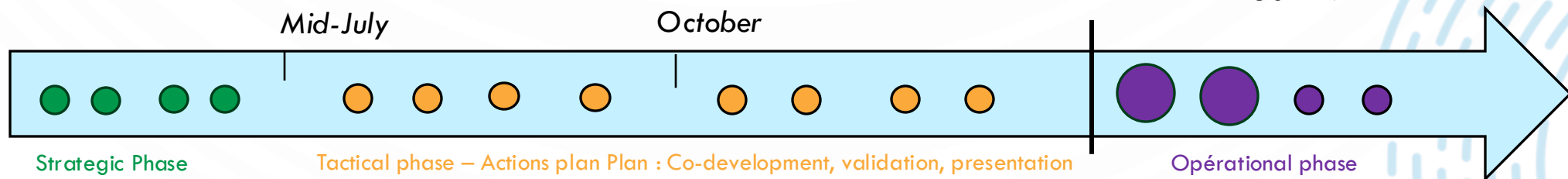
Managing director



Local team managers, AGV, BD, head of departments

Year N

Year N+1



# OPERATIONAL PHASE <sup>2/2</sup>

## All year



Monthly



Regular follow-up of actions, update the shared file on Teams



Local team managers



Local team, AGV

## After the 1st follow-up meeting



At each follow-up meeting



Mandatory presentation of the Action Plan progress status



Local team managers



Local team, AGV, managing director, BD, head of departments

