

## 16 Crexit

Picture the scene. It's four days before Christmas in the CEO's office of Xmas Global. Suddenly the door bursts open and in rushes Ramona, the Elf in charge of Procurement, greatly agitated.

Ramona: *"Doom, gloom, woe, plagues of fogs, it's the end of the world..."*

CEO: *"Calm-down, do calm-down, what's all the fuss about?"*

Ramona: *"Our supplier, CrackerCo, has decided to leave Euro Consortium who supplies them with all their jokes. What will become of our deliveries? What will happen if we run out at this critical time? Oh, I should have seen it coming. The jokes have got wackier and wackier over the last few years; too many Irishman, Greek and Italian stories. How many Consortium members does it take to fit a red nose? Answer: None – Rudolf does it himself – boom-boom."*

CEO: *"That's terrible. Why was there no carefully thought-out Exit Plan from the very start 40 years ago? The likely scenarios should have been considered. Over the years as the times changed the Plan should have been updated. At the termination point it could have swung, smoothly into action and all concerned, customers and suppliers would have been happy."*

Ramona: *"Unfortunately it has come as a big shock to Mr Junket, Euro Consortium's CEO and jokemeister. He is quoted as saying "the relationship would last a thousand years so we don't need Exit Planning"."*

CEO: *"I'm going to ring the CEO of Cracker Retail. "Hello, Claus here. What's going to happen to our deliveries? Oh, we're not to worry. You are now doing business with Trumpet Jokes, the big US conglomerate. All their jokes are guaranteed to make our customers laugh. All our orders will be received on-time."*



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