



# Workforce Management

The right Workforce Management program does a lot more than simply track labor productivity. It transforms your business into a performance-focused culture. It makes workers accountable for their own performance and turns supervisors into coaches and mentors. RedPrairie leads you through this cultural transformation with a proven methodology and change management process which are supported by the industry's best technology.

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## WORKFORCE MANAGEMENT BENEFITS

- 1-3% increases in top line sales
  - 1-2% reductions in pirated hours
  - 10-35% increases in productivity
  - 10-45% increases in utilization
  - 3-11% increases in quality
  - 10-25% decreases in involuntary turnover
  - 10-35% decreases in labor cost
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## Capabilities

Implementing RedPrairie's Workforce Management program changes the way management and associates think about labor management. Customers go from the traditional "carrot and stick" mentality to one where everyone is focused on maximizing performance and customer service.

This is the result of a proven, step-by-step methodology for cultural transformation where everyone is accountable for the organization's success.

## Case Study: Briggs and Stratton Corporation

### Requirements

- To create a standard way for associates to do their jobs
- To quickly measure true productivity
- To create the ability to set goals and measure the results
- To lower costs
- To improve throughput

### Solutions

- RedPrairie Workforce Management solution
- RedPrairie EAI Integration tool
- Preferred methods support
- Discrete labor standards incorporating machine-based timing synchronized with RedPrairie's Workforce Management solution.

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*"We were able to reduce our workforce by 20%, but actually increase throughput. We estimated that has saved us about a million dollars."*

John Guy,  
VP of Supply Chain and Distribution,  
Briggs and Stratton Corporation

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### Business Transformation through Workforce Management –

Identifies the gap between your current operations and industry best practices, and provides a step-by-step process to transform your organization into a performance-focused culture that is motivated to achieve your corporate goals.

### Change Management –

A full set of consulting, communication and training services gets all levels of your organization working together for business transformation through a proven change management program.

### Enabling Technology –

RedPrairie's industry-leading suite of Workforce Management applications support the business transformation process, creating a performance-focused workforce environment to maximize the value your workforce can contribute to company success.

### Strategic Project Management –

A combination of experienced people and proven processes ensure the transformation process, change management program and enabling technology come together to address the unique challenges and opportunities faced by your organization.

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## About RedPrairie

RedPrairie delivers productivity solutions to help companies around the world in three categories—inventory, transportation and workforce. RedPrairie provides these solutions to manufacturers, distributors and retailers looking to reduce cost, increase sales and create competitive advantage.

With over 20 global offices providing services to over 40,000 sites in 50 countries, companies trust RedPrairie inventory, workforce and transportation solutions to deliver an immediate increase in productivity—with the flexibility to adapt as business needs change.

At RedPrairie, we understand today's operational demands and we're committed to delivering solutions that work. We're committed to delivering solutions for the real world.