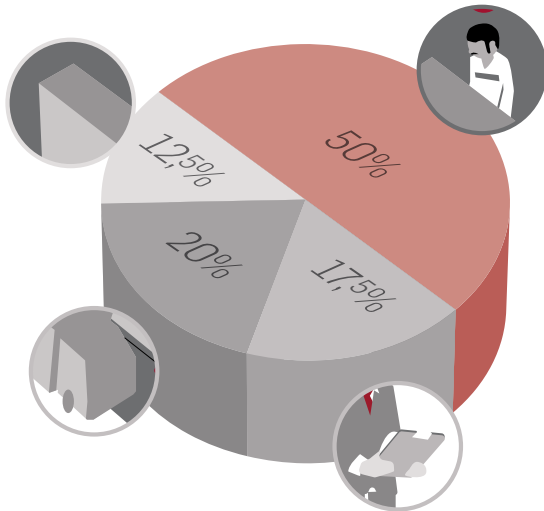


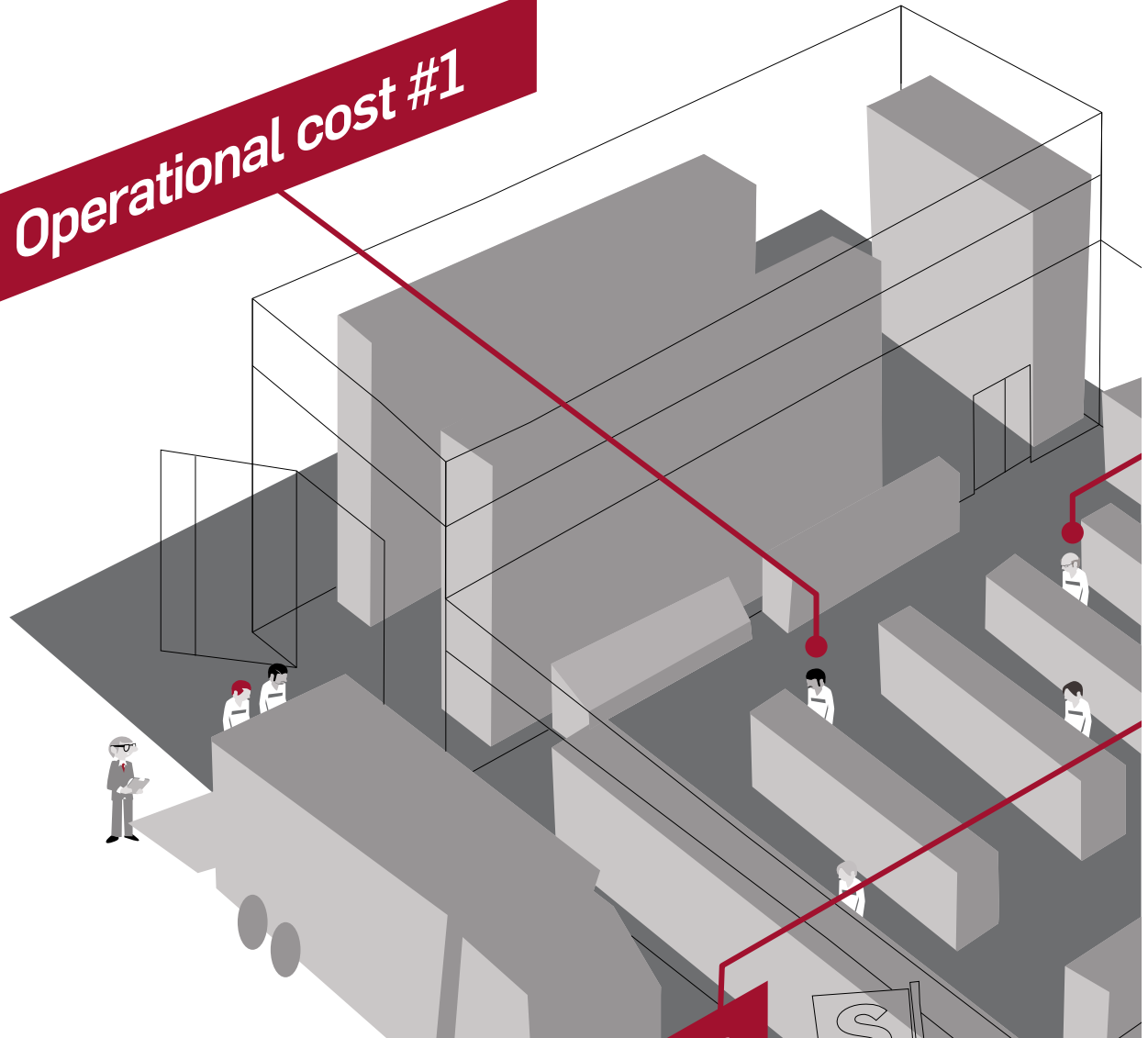
Personnel costs amount to 50% of a retailer's total operating costs.

1 **Operational cost #1**



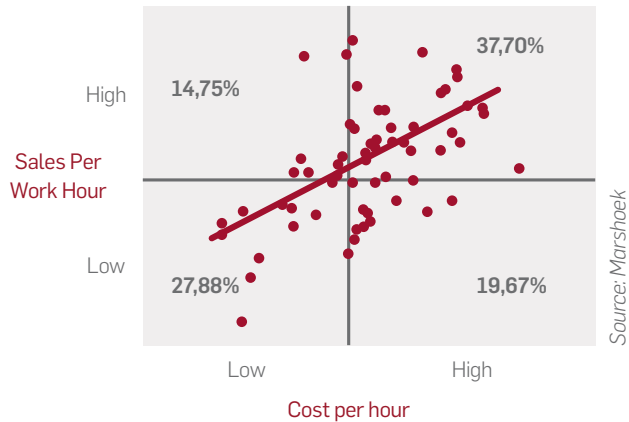
- Store personnel costs
- Other store costs
- Logistics costs
- General and other administrative costs

Source: IGD Supply-Chain analysis



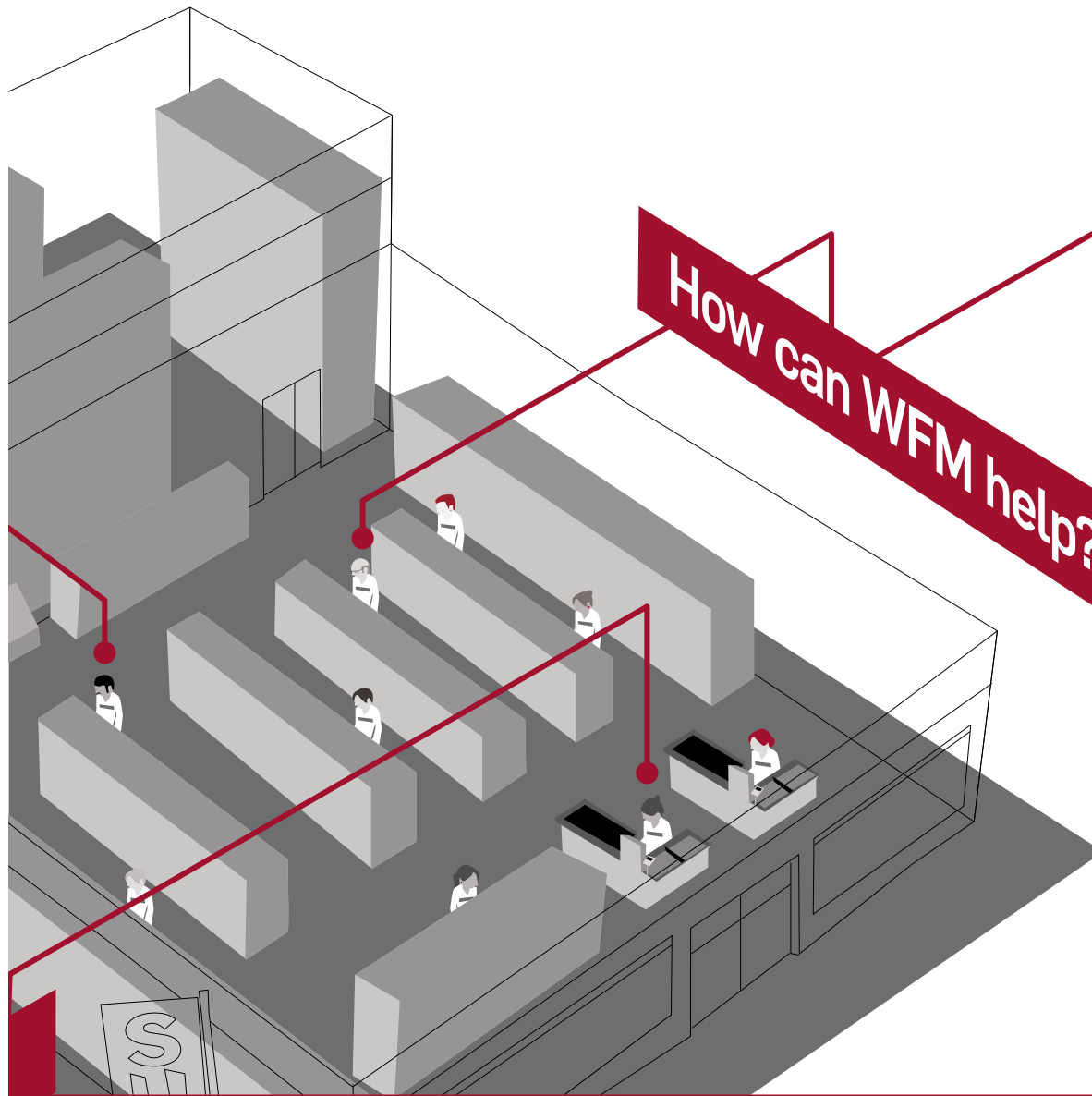
2. Costs vs Revenues

Many supermarkets combine high personnel costs with low efficiency!



2 Costs vs Revenues

Almost 20% of the major supermarkets is in the wrong quadrant: high cost per hour and low sales per employee, per hour.



How can WFM help? 3

Planning employees **where** they are needed

DRAIN REDUCTION

Planning employees **when** they are needed

OVERTIME REDUCTION

Time registration

PAYMENT OF ACTUALLY WORKED HOURS

UP TO
100%
REDUCTION OF
LABOR COSTS