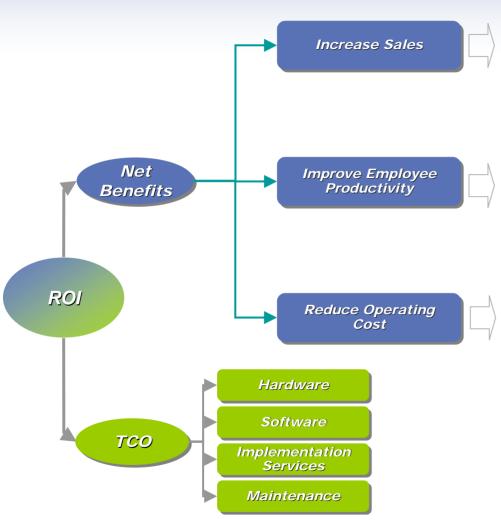
Retail Store Operations ROI Framework



Sample Benefit Areas & Value Propositions

- Increase sales through effective store performance management
- Increase sales through sharing and applying store management best practices
- Increase sales through better visibility to performance targets, incentives, and progress reports via role-specific dashboards
- Increase sales through improved customer service
- Reduce cost of store performance management process
- Improve store associate productivity through quicker and easier access to product info and subject matter experts
- Increase store management productivity through role-, and store specific communications
- Enhance collaboration between stores, HQ, and district mgmt
- Reduce training-related down-time
- Reduce printing and distribution cost of hard-copy material
- Lower cost of HR helpdesk and benefits administration
- Reduce costs associated with hiring, on-boarding, and terminating employees
- Lower cost of time and attendance reporting
- Reduce cost of workforce scheduling and management

