

360 performance analysis

Industrial staffing company

Developed a comprehensive reporting suite to enable visibility into all facets of the business encompassing market share capture, financial performance and operational efficiency

Industrial staffing company needs 360 performance analysis

Picture this...

You're looking to develop a comprehensive reporting suite providing 360 overview across all key aspects of the business including the market share trends, financial and operational performance (both supply and demand). Currently, you have no visibility into the holistic performance of the organization leading to reactive decision-making hindering market competitiveness, resulting in a 2% market share decline over the prior 3 years.

You turn to Accordion.

We partner with your team to develop a comprehensive reporting suite to **enable visibility into all facets of the business encompassing market share capture, financial performance and operational efficiency**, including:

- 1) Collaborating with multiple stakeholders from diverse business functions to achieve alignment on the primary metrics for each function, along with defining corresponding logical parameters
- 2) Developing an integrated data model that consolidates information from all functional areas as well as third-party sources consisting data of market employment and forecasted demand for labor
- 3) Conceptualizing and developing a robust reporting suite to present a holistic view of business performance across the organization

Your value is enhanced.

- You have provided enhanced visibility into low and high opportunity markets, enabling to strategically visualize the current performance in specific markets, facilitating identification of areas of improvement and growth opportunities
- You have enabled in identifying untapped potential revenue opportunity of \$2.7 Billion over a three-year period
- Facilitated the Market leaders to strategize long-term as well as short-term goals based on market potential and operational ROI, to enable profitable growth to re-capture the market share decline

360 PERFORMANCE ANALYSIS

KEY RESULT

- Revenue opportunity of \$2.7 Billion over a three-year period

VALUE LEVERS PULLED

360 performance dashboard for industrial staffing provider

Situation

- The client lacked visibility into the holistic performance of the organization leading to reactive decision-making hindering market competitiveness, resulting in a 2% market share decline over the prior 3 years
- Partnered with the client to develop a comprehensive reporting suite providing 360 overview across all key aspects of the business including the market share trends, financial and operational performance (both supply and demand).

Accordion Value Add

- Collaborated with multiple stakeholders from diverse business functions to achieve alignment on the primary metrics for each function, along with defining corresponding logical parameters
- Developed an integrated data model that consolidates information from all functional areas as well as third-party sources consisting data of market employment and forecasted demand for labor
- Conceptualized and developed a robust reporting suite to present a holistic view of business performance across the organization

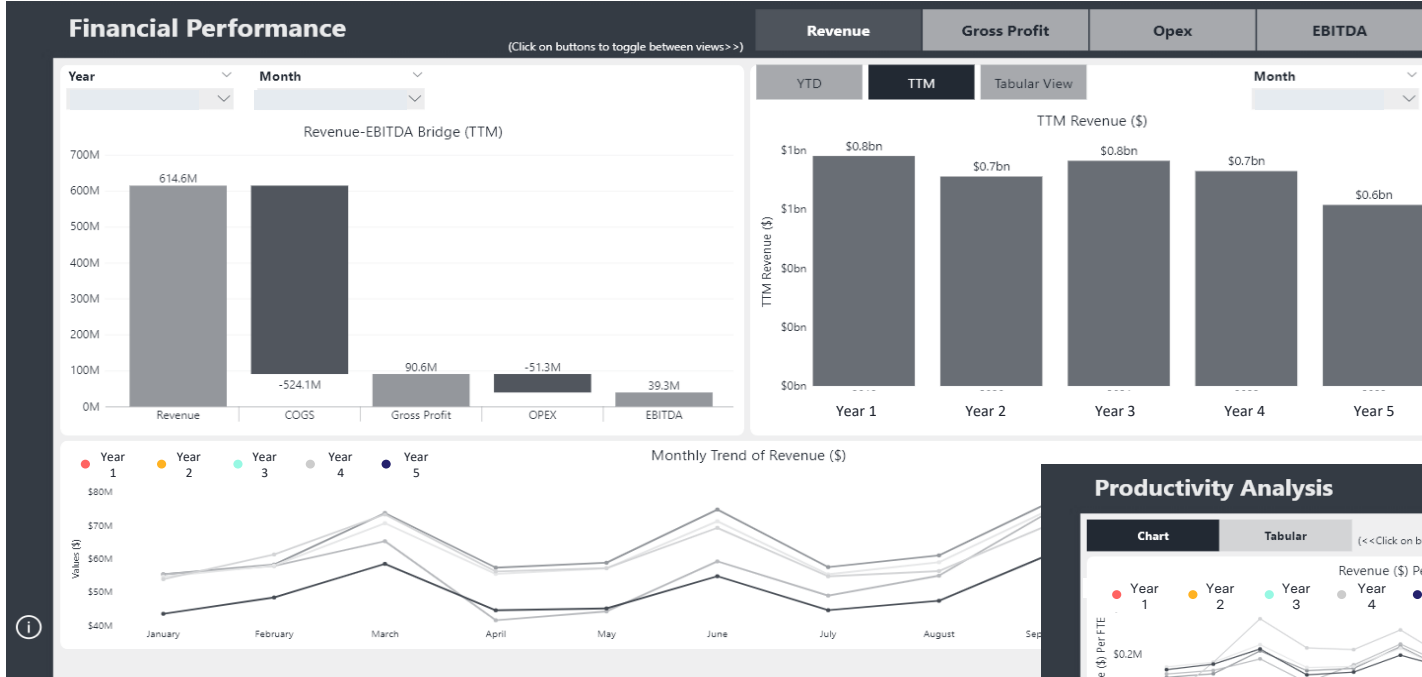
Impact

- Provided enhanced visibility into low and high opportunity markets, enabling the client to strategically visualize the current performance in specific markets, facilitating identification of areas of improvement and growth opportunities
- Enabled the client in identifying untapped potential revenue opportunity of \$2.7 Billion over a three-year period
- Facilitated the Market leaders to strategize long-term as well as short-term goals based on market potential and operational ROI, to enable profitable growth to re-capture the market share decline

Market outlook analysis

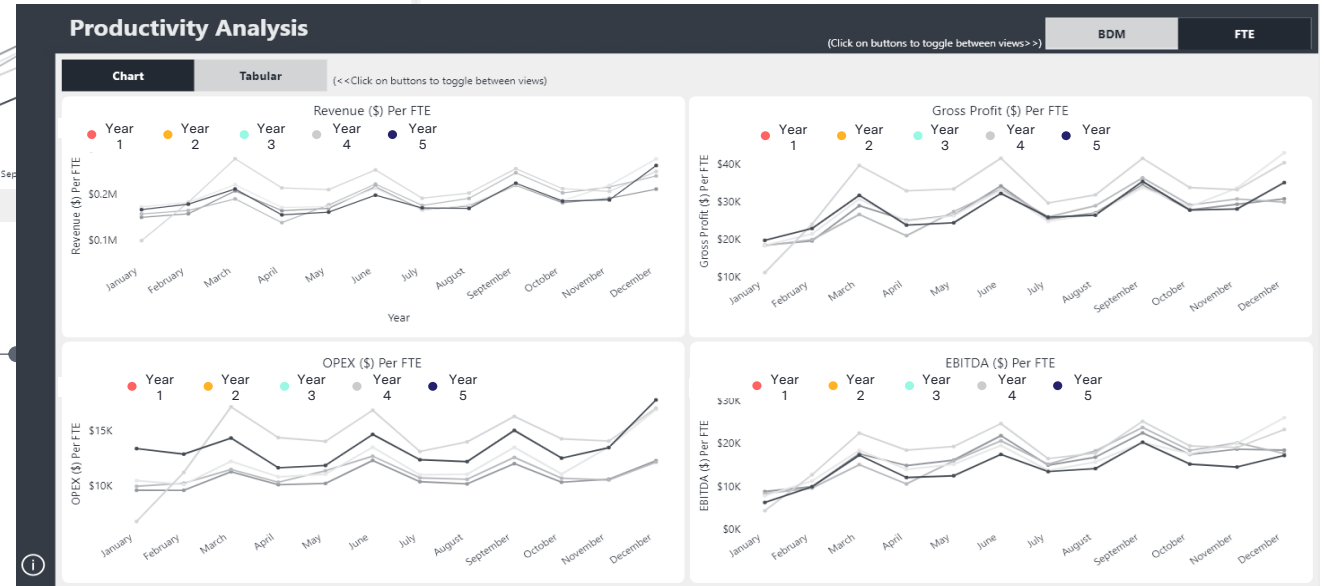


Financial performance and productivity trends



Provides high level visibility into the financial performance across years including topline as well as bottom line

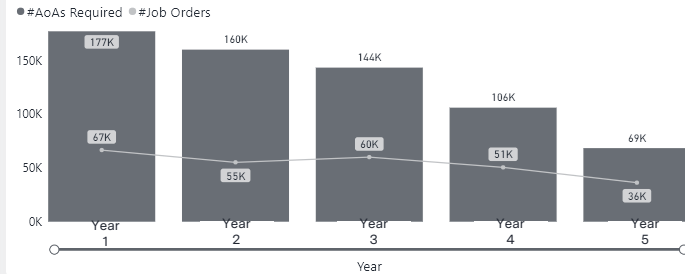
- Provides visibility into the operational profitability generated per FTE
- Leveraged for goal setting, benchmarking & hiring decisions



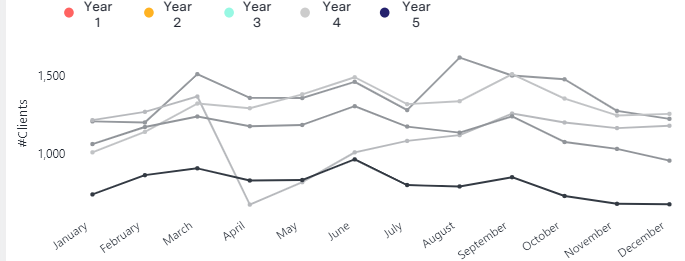
Time series analysis of demand and supply drivers

Operational Performance - Demand Drivers

#Associates Required vs. #Job Orders (Yearly Trends)



#Clients who placed Orders (Monthly Trends)

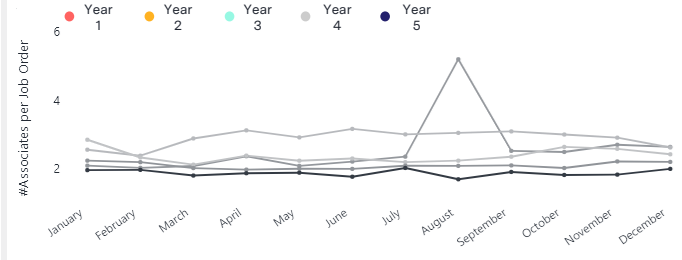


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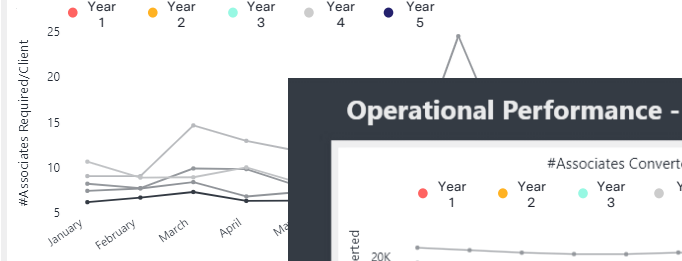
Chart

Tabular

#Associates Required per Job Order (Monthly Trends)



#Associates Required per Client (Monthly Trends)



- Provides visibility into the incoming demand from clients and order volume per client
- Useful to identify demand variations (due to seasonality or macroeconomic factors)

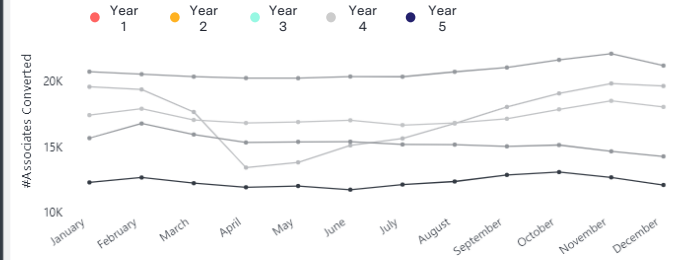
Operational Performance - Supply Drivers

(Click on buttons to toggle between views >>)

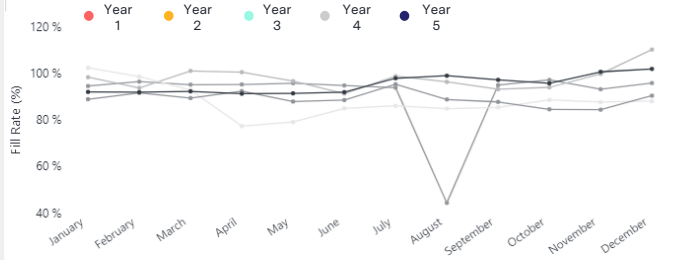
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Tabular

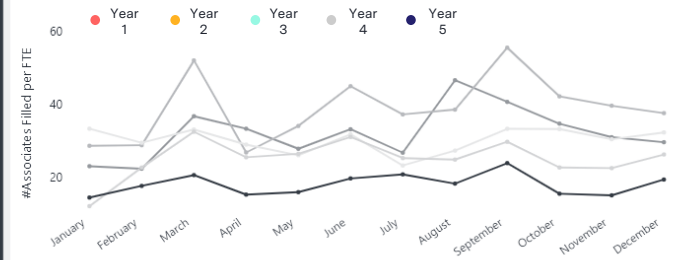
#Associates Converted (Monthly Trends)



Fill Rate by #Associates Required (Monthly Trends)



#Associates Filled per FTE (Monthly Trends)



#Associates Required per BDM (Monthly Trends)



- Provides visibility into the order fulfilment efficiency
- Useful to evaluate Operation team's effectiveness in filling open orders