**HOSPITALITY TECHNOLOGY** 



## LABOR TECHNOLOGY SHOWCASE

LEADING TECHNOLOGIES
TO MAXIMIZE EMPLOYEE
SATISFACTION AND BUSINESS
EFFICIENCY

ADVERTORIAL SUPPLEMENT TO HOSPITALITY TECHNOLOGY

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## Labor Management: Hospitality's Mission Critical Application

As hotels and restaurants continue to look for ways to maximize business efficiency—without diminishing the guest experience—their focus often lands on the largest item on their balance sheets: labor.

The human resource is hospitality's most valuable, and vulnerable, asset. Satisfied workers can drastically improve the guest experience. Mismanaged labor scheduling can cost thousands of dollars.

This special supplement to *Hospitality Technology* covers many of the leading solutions that are helping hotels and restaurants improve workforce efficiency, business intelligence and labor scheduling, and overall worker productivity and satisfaction.

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FOUNDER DOUGLAS C. EDGELL 1951-1998







Enterprise Workforce is a centrally hosted solution for time and attendance, labor forecasting, and labor scheduling that includes an employee portal.

#### What makes this solution best-in-class?

- Part of a comprehensive back office solution suite
- Includes Time and Attendance and Labor Scheduling
- Works well for all restaurant segments (Quick, Limited, Full Service)
- Highly Configurable to match your operations
- Easily Integrated (Human Resources, POS, and Payroll)
- Microsoft Silverlight (cross-browser compatible with robust User Interface)
- Includes Manager Dashboard (tasks, calendar, KPI's, and alerts)
- Flexible Licensing Options

### What type of warranty, service and/or support do you offer?

We offer an annual support plan that includes both software maintenance and help desk support services.

#### **Customers using this include:**

Morton's the Steakhouse, Kona Grill, Buffalo Wild Wings, Five Guys Burgers and Fries, House of Blues, Dave and Busters, and Ruth's Chris Steak House are all currently using Compeat software.

Compeat®

## Enterprise

#### Compeat Restaurant Management Systems

12303 Technology Blvd. Suite 930D Austin, TX 78727 P: 512-279-0771 | F: 512-279-0776

Email: info@compeat.com Web: www.compeat.com COMPEAT RESTAURANT MANAGEMENT SYSTEMS COMPEAT ENTERPRISE WORKFORCE

## COMBINING BACK OFFICE AND WORKFORCE MANAGEMENT

Compeat Enterprise is a new, comprehensive back office and labor management system designed for restaurant chains. Powerful configuration tools make Enterprise easy for your restaurant managers to use while ensuring all of your corporate controls and operational requirements are met.

Real-time key performance indicators and alerts keep your team — both in and above the store — aware and ready to act on important issues.

Compeat Enterprise is the combination of Enterprise Back Office (for inventory and food cost management) and Enterprise Workforce. Enterprise Workforce includes features for Time and Attendance, Labor Forecasting, and Labor Scheduling. It also includes an online Portal called myWorkforce, allowing your employees to view their schedules and request changes online or via their mobile devices. Enterprise Workforce can be purchased stand-alone or bundled as part of Compeat Enterprise.

Enterprise Workforce interfaces with your POS system for daily cash and sales management, forecasting metrics, time clock punches, and employee master file information. Enterprise Workforce calculates Payroll-ready wages for export to your Payroll Service or Payroll Vendor. Employee information for on-boarding interfaces with your Human Resources system.

Enterprise Workforce is a superior la-



"ENTERPRISE WORKFORCE IS A SUPERIOR LABOR MANAGEMENT SOLUTION BECAUSE IT IS INTEGRATED WITH A COMPREHENSIVE BACK OFFICE SYSTEM THAT IS ALL AVAILABLE FROM A SINGLE VENDOR."

Dave Douglas, Vice President
 of Business Development

bor management solution because it is integrated with a comprehensive back office system that is all available from a single vendor. This reduces costs, improves integration, and results in a consistent User Interface for your managers. The online Portal feature, myWorkforce, is popular with employees and reduces work and distractions for your managers. Enterprise Workforce works equally well for all restaurant types: quick service, limited service, or full service operations.



Ctuit is a business intelligence, analytical, financial and above-store web-based reporting tool. The complete enterprise solution incorporates various modules inclusive of labor reporting, labor scheduling, payroll exports and labor compliance monitoring.

#### What makes this solution best-in-class?

- Minimize overtime and penalty costs using advanced tools, dashboards, reports, and labor law rules
- View and print schedules by job, work center, or employee
- Displays labor forecast loading to easily address upcoming demand

### What type of warranty, service and/or support do you offer?

 Ctuit RADAR is a 100% web-based solution offered on a month-to-month arrangement with full support and training via our Client Services Department.

#### **Customers using this include:**

 BJ's Breweries and Restaurants; Gordon Biersch/Rock Bottom Breweries; Habit Burger; Boudin Bakeries



#### **Ctuit Software**

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Web: www.ctuit.com www.ctuit.com/movie

CTUIT SOFTWARE - RADAR

## INSIGHT AND CONTROL FOR RESTAURANTS



Managing labor in a restaurant today is becoming exponentially more daunting. Operators must now worry about complex labor laws, city-specific minimum wages, and enhanced IRS focus on employee tip declaration.

Ctuit RADAR provides a suite of integrated labor management tools to keep any organization operating at peak staffing levels while helping them stay compliant with meal break, split shift, and tip credit wages.

#### TIME KEEPING, REPORTING AND PAYROLL

Ctuit RADAR gives your operators the proper tools to manage labor effectively using a combination of dashboard widgets, reports, charts and graphs. Collectively, these include detailed punch audits, overtime warnings, historical trends and storeby-store comparisons and more.

#### **LABOR LAW COMPLIANCE**

With Ctuit RADAR, restaurants track, monitor and manage meal break penalties, split shift premiums, and "makeup money" for employees working in tip-credit states. When employee shifts

fall outside client-defined parameters, RADAR calculates the penalties automatically and can include them along with wages and rates to your payroll provider, limiting your exposure to costly litigation.

#### LABOR SCHEDULING

Ctuit RADAR includes a fully functional labor scheduler. Schedules can be generated directly through RADAR or imported from the point of sale or third party applications. Advanced overtime alerts and business intelligence charts and reports can trim labor costs. Other features include:

- Build weekly templates by job or work center to speed up scheduling
- Import point of sale labor scheduling data to compare actual versus scheduled shifts
- View projected labor costs using the employee's last rate of pay for the scheduled jobs
- Review scheduled vs. actual activity quickly using Gantt or trend charts
- View scheduled vs. actual counts using the hour, half hour or quarter hour.



Intuitive, web-based employee scheduling, forecasting and communications.

#### What makes this solution best-in-class?

- Spend up to 75% less time generating and maintaining employee schedules
- Lower labor costs by up to 1.5%
- Easily and expertly forecast sales and labor
- Maintain and track shift notes and employee performance information
- Communicate to staff with ease and certainty that your message is received
- Access schedules and store data anytime from your computer or smartphone
- Stop paying for early clock-ins and unnecessary overtime
- Increase employee engagement by balancing work and life

### What type of warranty, service and/or support do you offer?

- Thorough training and training materials
- Live, bilingual (English/Spanish) support 7 days a week as long as you are a HotSchedules customer
- Bilingual (English/Spanish) automated support 24x7x365
- Dedicated account specialist for Workforce (POS-integrated) accounts

#### **Customers using this include:**

Outback Steakhouse, The Cheesecake Factory, P.F. Chang's China Bistro, Carino's Italian Restaurant, Chili's, Carrabba's Italian Grill, The Tilted Kilt, TS Restaurants, CraftWorks Restaurants and Breweries, Newk's Express Café, Fleming's Steakhouse, Jamba Juice and many more.



#### **HotSchedules**

6504 Bridge Point Parkway, Suite 425 Austin, TX 78730 P: 512-904-4299 | F: 512-382.8938 Email: sales@hotschedules.com Web: www.hotschedules.com HOTSCHEDULES TEAM, WORKFORCE AND DIGITAL LOGBOOK SOLUTIONS

## CRAVE RESTAURANT CHOOSES HotSchedules

The upscale casual concept CRAVE Restaurant was just awarded the Nation's Restaurant News 2011 Hot Concept Award for its growth potential and forward-thinking qualities, which position it at the leading edge of the foodservice industry.

Perhaps one way in which CRAVE can be considered progressive is in their approach to schedule management, sales and labor forecasting and company communications. After reviewing several options for managing these needs, CRAVE chose HotSchedules as the best solution, and have quickly realized several valuable benefits. Jim Hofer, Director of Training and Service Excellence noted, "Before the

HotSchedules solution, it was taking managers 3-4 hours to create schedules. Now, we're seeing about a 75% decrease in time to generate schedules — to an hour or less."

Additional wasted time, frustration and interruptions are avoided because staff can review their schedule online or via mobile app. They can also input in shift trade requests and, once manager approved, the new information pops right into the revised schedule. Requests off are plugged into HotSchedules as well, so managers can access this information as they build the schedule.



"WE'VE SEEN AN OVERALL
LABOR COST REDUCTION OF
1.5% THROUGH THE AWARENESS
OF OVERTIME SCHEDULING,
PUNCTUALITY CONTROLS
AND UNDERSTANDING THE
FLOW-THROUGH OF GUESTS
AND SALES."

 Jim Hofer, Director of Training and Service Excellence, CRAVE Restaurant

> What's more, with all of the sales and labor forecasting tools available in HotSchedules, managers are empowered to build a better, more accurate schedule, while providing their staff with the flexibility they need. With the HotSchedules Workforce solution, which is integrated into the POS system, additional costs savings can be attained. "We've seen an overall labor cost reduction of 1.5% through the awareness of overtime scheduling, punctuality controls and understanding the flow-through of guests and sales," said Hofer. "Without a doubt, HotSchedules has definitely paid for itself." •



Infor10 WFM (Workbrain) completes the suite of workforce management tools including planning and budgeting, scheduling, time & attendance, and mobility across all components and performance management.

#### What makes this solution best-in-class?

- Real time rule calculation
- 100% rule automation
- Consumer grade UI with real time notification of compliance measures
- Scheduling solutions optimized and built by industry
- Fastest User Adoption driven by award winning training tools

### What type of warranty, service and/or support do you offer?

Infor10 WFM (Workbrain) is backed by our own Infor Consulting Services team and provides many different levels of services. Support is offered 24x7 to ensure your critical labor applications stay available. Onsite and hosted options are available.

#### **Customers using this include:**

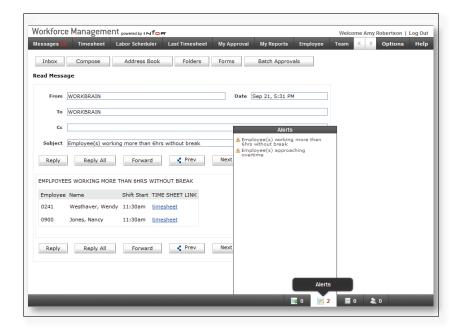
Infor10 WFM (Workbrain) processes over 6 million employees, on the end to end solution suites, for some of the largest organizations in the world.



#### **Infor Global Solutions**

13560 Morris Road, Suite 4100 Alpharetta, GA 30004 P: (678) 319-8000 Email: solutions@infor.com Web: www.infor.com INFOR GLOBAL SOLUTIONS: INFOR10 WFM (WORKBRAIN)

## SCHEDULING TO MAXIMIZE YOUR CUSTOMER EXPERIENCE



Workforce management (WFM) extends beyond time capture and reporting. WFM is a discipline adopted by organizations to drive profitability by managing and optimizing labor. Controlling labor cost, improving productivity and enhancing the customer experience are all impacted by the policies and procedures of workforce management. Only industry specific, end to end solutions can directly impact your bottom line profitability by giving you the means to define, control, and sustain your optimal labor deployment to meet and exceed your revenue goals.

Infor10 WFM Labor Scheduling (Workbrain) built for hospitality, delivers unique functionality for lodging and gaming. Understanding that each business unit at your property and at your corporate office has different demands on optimizing labor, Infor10 WFM

changes the way people work to deliver precise tools to help you schedule the right people at the right time to perform the right task. Whether it is scheduling your housekeeping staff to occupancy rates or randomizing your workforce deployment on the casino floor, Infor10 WFM produces accurate, timely and compliant schedules while maintaining all of your work rules and accurate time keeping records. Infor10 WFM changes the way floor supervisors work by enabling your managers to react to compliance, scheduling or labor issues with speed, decreasing or eliminating risk. Our unique approach to pushing the right data to your managers and employees, in real-time, anywhere on the property, assures your labor needs are being addressed and your staff can focus on what's important, driving your customer experience. •



MIRUS Enterprise is a complete reporting and analysis platform that provides, among other benefits, item sales by employee, transactions per labor hour by employee, projected hours by employee, overtime alerts, wage change alerts, and payroll integration.

#### What makes this solution best-in-class?

- Works with all major POS systems
- Sum employee hours across multiple stores
- · Provides employee sales contest tracking
- Track current day labor through our phone app
- Automatic addition of new employees
- · Easily identifies missing or late punch-out
- Identifies all wage changes made at the POS
- Add employee training records and test scores

### What type of warranty, service and/or support do you offer?

All service fees for support are built into our monthly subscription rates, along with all product updates. We enhance our software every 4 – 6 weeks, and there is never a fee for the additional features. Our Account Management team supports MIRUS Enterprise, all of who have run restaurants themselves and know the challenges you face. Your Account Manager provides day-to-day coaching on reporting and analysis techniques that have proven results with other clients.

#### **Customers using this include:**

Wolfgang Puck Fine Dining, Arby's, Carino's, Panera Bread, Chili's, Zoe's Kitchen, Sizzler, Café Rio, Uno Chicago Grill, Church's Chicken, Tumbleweed Tex-Mex Grill & Margarita Bar, Dairy Queen, and many more.

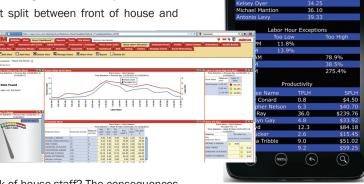


#### **MIRUS Restaurant Solutions**

820 Gessner Road, Suite 1600 Houston, TX 77024 Phone Number (866) MIRUS4U (647-8748) Fax: (713) 468-7199 sales@mirus.com www.mirus.com MIRUS RESTAURANT SOLUTIONS | MIRUS ENTERPRISE

## CUSTOMER SATISFACTION STARTS WITH YOUR STAFF

Your busiest meal period of the week is about to start. Do you have the right number of people on the clock to service the coming demand? Do you have the right split between front of house and



back of house staff? The consequences of not being properly staffed are dire. Your customers are coming to your restaurant anticipating a great experience and if you fail them, you may not see them again.

Everyone is a critic and has an audience. Your customers will likely communicate their experiences to friends, co-workers and family via social media. Before, an upset customer would tell 10 friends; today they can tweet hundreds instantly from their table.

On the upside, given the proper staffing you have the opportunity to win loyal customers while receiving positive comments through social media. Table turns and throughput will also improve, so you can maximize your sales. Tips for your staff will improve, making your restaurant one that the best employees want to work for.

Ensuring every one of your locations has the right amount of labor for each meal period is made simple with MRIUS

BEFORE, AN UPSET CUSTOMER WOULD TELL 10
FRIENDS; TODAY THEY CAN
TWEET HUNDREDS INSTANTLY FROM THEIR TABLE.

Sprint 1

Enterprise. It can also make sure you avoid overtime before it occurs and alert you to wage changes before they hit payroll. Drive revenues running sales contests and monitor results every day. And when the payroll period is done, automatically create your file to post into your payroll system. All with MIRUS Enterprise.

With over 12 years of restaurant industry focus, MIRUS' Web accessible solutions provide dozens of advantages for your business, and are built using the most secure cloud technologies available.

MIRUS Solutions. Not just a platform, a launching pad. •



Comprehensive workforce automation solution

#### What makes this solution best-in-class?

- Pinpoint Accurate Forecasting (with key performance indicators and menu-mix specificity)
- Optimal Scheduling (auto-guides, budgetdriven, rule-complying, mobile-access)
- Employee Mobile Self-Service (via web, smartphone apps for real-time workforce convenience and flexibility)
- Automated Time & Attendance (Minimizes error and compliance risk, bio-metric identification)
- Streamlined Human Resources (unified onboarding provides single point of entry synchronizing employee information across enterprise)
- Intelligent Reports & Analytics (site-level and multi-unit enterprise)
- Seamless Integration (to Payroll, HR, POS, PMS and inventory)
- Tailored to every operation (modular and configurable for any size and type)

### What type of warranty, service and/or support do you offer?

Software Registration; Toll-Free 24-Hour Support; Maintenance; Training

#### **Customers using this include:**

Panera Bread, Wendy's International, SBE, Starr Restaurants, Specialty's Café & Bakery, Kent State, Parasole Restaurant Group, Vi Living, Zippy's, Logan's Roadhouse, Dave & Buster's, Lettuce Entertain You Enterprises, Shari's, Longboat Key Club, Keg Restaurants



#### **TimeManagement Corporation**

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TMX Workforce Positioning System by TimeManagement

### RIGHT PEOPLE, RIGHT PLACES, RIGHT TIMES

TMx innovates workforce solutions specific to the food service and hospitality industry to make business simpler and more profitable. With over 25 years in operation, TMx provides mobile scheduling plus a comprehensive feature-rich

system that maximizes sales, minimizes cost, improves customer and workforce satisfaction, and streamlines operations.

The TMx forecasting engine accurately predicts fluctuating customer activity by 15-minute intervals throughout each meal-period, day, week, and season. Its various levels of algorithmic scheduling include automatic alignment to future demand patterns, employee availabilities, regulatory policies, labor laws, skill levels, and budget variances.

TMx's new interactive mobile communication system of smartphone apps (iPhone, Android, and Windows 7), text-message alerts, and email notifications allow employees and managers to instantly review, drop, or swap schedules and manage changes. Schedules are then tracked, managed, and enforced with an automated Time & Attendance system of clock options and Pay Record Maintenance to eliminate errors and save time for managers.



The TMx Human Resources module streamlines the entire employment life cycle from new-hire through pay and job changes, transfers, termination and rehires. A single data entry point consolidates employee information across all systems, locations, and brands. TMx then reports back to managers and enterprise executives with comprehensive workforce performance analysis tools to better understand how to improve strategic initiatives and achieve financial results.

The TMx technology is not only powerful, it is also easy to use. TMx seamlessly integrates with most IT systems and allows for flexible modularity and configuration options to accommodate diverse brands of all sizes. Their support includes a personalized account manager, a 24/365 customer service hotline, and comprehensive set of tutorials and online resources.

"Clearly, TMx is the best of class solution and offers flexibility, situational adaptability, state-by-state statutory compliance, as well as system integration to our third party platforms such as POS, On-Boarding Service, and budget management. TMx user flow is friendly, smart, and intuitive. I see the cost saving benefits and ease of use of TMx as the innovation for simple to complex end users. I know any operator would come to the same conclusion I have, that TMx is simply the best solution."

- Boe Trumbull, Senior Director, SBE



Watson, R.M. is a web-based hosted software suite which provides Labor Management, Time & Attendance and Budgeting solutions for the hospitality industry.

#### What makes this solution best-in-class?

- Forecasts short-term business volumes that drive labor use
- With property labor standards, creates an "Invoice for Labor" for the upcoming week
- Automatically schedules all employees to meet guest demand
- Dynamic dashboard reporting provides critical intel for improved results, productivity
- Real-time, web-based T&A biometric Smart Clocks eliminate errors and penalties
- Employee portal provides paperless environment for communication with staff
- Flexible budgeting integrates operating standards with budgetary needs
- Specific expertise in the Hospitality Industry ensures timely implementation and results

### What type of warranty, service and/or support do you offer?

UniFocus stands behind its offerings with online training & certification and help desk support. It also offers the industry's only ROI guarantee on labor management software.

#### **Customers using this include:**

Ameristar Casinos; Fairmont; Noble House Hotels; Plus Services Company; Red Lion Hotels



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UNIFOCUS, LP SOLUTION: WATSON, R.M.<sup>TM</sup> LABOR MANAGEMENT SUITE OF SOFTWARE APPLICATIONS

## Watson, R.M. Dominates Hospitality Workforce Management Market

Watson, R.M. provides the hospitality market with a comprehensive suite of Labor Control Oriented software applications: Labor Management System (LMS), Time & Attendance and Budgeting.

LMS is the most comprehensive labor planning and scheduling system on the market and is used by hundreds of hospitality operations.

It analyzes historical patterns to predict business volumes and enables forecasting for holidays and special events. Utilizing your labor standards along with employee data, Watson automatically builds detailed staffing schedules. The system provides extensive analytics and presents information in an easy to navigate dynamic interactive dashboard. This powerful visual tool offers a high-level view of your properties and enables you to easily drill down to see the underlying reasons behind any cost variances. UniFocus' LMS plans and schedules for all labor - from limited service properties to large resorts, casinos and convention properties.

Time & Attendance is a real-time, web-based system which can rapidly identify overtime situations, allows for correction of mis-punches or errors and ensures accurate management reports. Our Smart Clock system enables you to control schedule related punches without supervisory assistance. An employee communication portal allows employees to view schedules, request time off, swap shifts and authorize punch corrections that were completed by the manager and select open shifts, if qualified.

 $Watson's \ Budgeting \ Solution, integrated$ 



"WATSON, R.M. PROVIDES
DRAMATICALLY IMPROVED STAFFING
PRODUCTIVITY WITH LIGHTNINGFAST VISIBILITY TO WORKFORCE
INFORMATION, ENABLING OPERATORS
TO FULLY MEET THEIR BUDGETARY
AND GUEST SERVICE EXPECTATIONS."

 Mark Heymann, President and CEO of UniFocus

with LMS and T&A, provides zero-based budgeting, and by using the same labor standards that are used to operate the business daily, there are no end-of-month performance conflicts. Properties are comparing apples to apples from a performance standpoint. Watson's "flex budget" analysis of month-end or month-to-date results allows for full accountability. Budgeter critically improves monthly P&L reviews while avoiding the risks associated with currently used spreadsheets.

"Watson, R.M. provides dramatically improved staffing productivity with lightning-fast visibility to workforce information, enabling operators to fully meet their budgetary and guest service expectations," said Mark Heymann, UniFocus President & CEO.



Workforce Management Systems, Time and Attendance, Automated Scheduling, Performance Management

#### What makes this solution best-in-class?

- Reduce gross payroll and improved labor productivity by up to 30%
- Built in work and pay rule engine for back office automation
- Cloud based platform and pricing for cost effective solution to any size organization
- Automatically generated intelligent schedules based on demand forecast
- Global platform with multi-language and automated communication standards
- Hospitality industry-specific with customized location drivers or built in industry best practices
- Web services integration with both cloud and on-premise software applications
- Integrated system for automation of workforce and timekeeping management functions

### What type of warranty, service and/or support do you offer?

Workforce-Velocity is a SaaS-based software that offers faster implementation with lower costs and continuous upgrades and feature improvements. A license includes 24/7 standard support, web-based training programs and system upgrades. Timekeeper Kiosk hardware includes standard maintenance and service with technology upgrade replacements included in leased hardware contracts.

#### Customers using this include:

Our solutions are used worldwide from enterprisebased solutions for organizations with over 50,000 users to single property locations with under 30.



#### Workforce-Velocity

Michelle Ventulett P: 888.515.6061

Email: mventulett@workforce-velocity.com Web: www.workforce-velocity.com WORKFORCE-VELOCITY/WORKFORCE MANAGEMENT AND OPTIMIZATION

# WORKFORCE OPTIMIZATION THROUGH DEMAND-BASED LABOR PLANNING AND SCHEDULING

Workforce-Velocity is a cloud-based suite of workforce management and optimization solutions that manages the complete workforce lifecycle. Components of this feature rich application include: onboarding, forecasting, scheduling, time and attendance, absentee management, performance management and bi-directional communication. Workforce-

al communication. Workforce-Velocity automates the labor management process by integrating key business intelligence data to optimize employee performance and align labor plans and schedules based on demand. Performance based forecasting

improves operational efficiencies leading to a heightened customer experience and cost reductions of total payroll spend by optimizing labor productivity and eliminating inefficiencies. Workforce-Velocity provides a fully scalable and integrated platform achieving measurable ROI on labor from single property implementations to global enterprise-wide solutions. With robust out-of-the-box functionality built on hospitality best practices, Workforce-Velocity provides a simple end-user interface delivering complete operational management from efficient scheduling through payroll integration.

Workforce-Velocity provides a proven immediate cost savings of up to 30% of total payroll. Decision making tools adapt to changing conditions automatically by analyzing key data from property management, event management and financial systems, thereby yielding

highly efficient labor schedules managed through to payroll. By comparing current and evolving situations against a back-end matrix of historical data and mathematical algorithms, Workforce-Velocity delivers acutely accurate schedules based on least hours needed to meet customer demand. Schedules are



Workforce-Velocity provides web-based systems with complete automated workforce management tools that streamline labor cost, improve efficiencies and automate processes through integration of business intelligence insights.

automatically filled utilizing patented bidirectional communication technology and an integrated employee management system eliminating time consuming processes for scheduling and time and attendance.

Our workforce management system minimizes cost per occupied room, increases labor efficiency and reduces management administration in one integrated system. From automation of planning and scheduling, to advanced time and attendance, Workforce-Velocity provides the complete solution to empower your property to prosper.



















