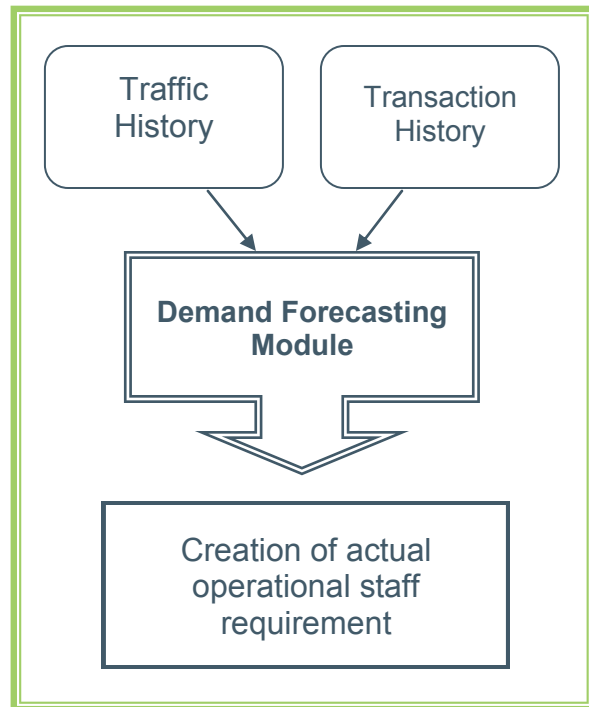


Demand Forecasting

Shift Solution’s Demand Forecasting predicts the number of employees required to provide adequate service. Pre-established labour budgets are respected. Customer service is improved. Sales opportunities are increased.

The forecast is based on traffic and sales history to establish expected sales for the period, then it converts this data into tangible staff requirements, from client facing to support staff. Exceptions can be ignored or considered, contingencies may be added and operating minimums are respected.



Workforce Demand Curves

The need for staff in store varies throughout the day. By analysing historical data and applying recent trending patterns, a staff requirement curve can be produced for each position or task.



Black : Workforce demand
Green : Fixed schedules

Optimised Schedules

Optimised schedules that closely follow this demand curve will replace existing fixed schedules, in order to better respond to customers while reducing operating costs.



Black : Workforce demand
Blue : Optimised schedules