



Presence of IT Partners with Connors Group to provide Labor Performance Services to Kronos Customers

National Retail Federation Show (Booth 408), New York – January 12, 2015 — Presence of IT WFM announced a partnership with Connors Group to provide new and existing Kronos Incorporated customers with new end-to-end focused on labor performance and productivity improvement through the use of labor standards. This partnership offers industry-leading services from two of the top Workforce Management organizations.

Leveraging decades of experience in providing productivity improvement to world leading brands, Connors Group has created a repository of labor standards representing the very latest industry best practices and working processes. The partnership with Presence of IT combines this powerful database of productivity standards with the knowledge and expertise to configure and deploy them in a way that is pragmatic, cost-effective and delivers value to the client immediately.

Andrew Needham, managing partner North America, Presence of IT, said: “We have proven our joint efforts tailoring and implementing from the labor standards repository has delivered the kind of value available to larger enterprise brands at a fraction of the time and financial investment. We have designed this service not only for retailers, but also hospitality and manufacturing companies. Our entire joint process and the attendant investment are designed to provide rapid return and a low total cost of long term ownership.”

The partnership will provide Kronos customers with pre-packaged labor standards that can be used to derive accurate labor hours based upon their specific business drivers. The joint team will work with clients to understand current processes and tailor the labor standards where necessary. These standards will be expressed in a way that can readily and effectively be utilized for corporate payroll allocation purposes and for labor derivation and deployment purposes. The team works throughout the design, labor standards build, validation and implementation phases with a constant focus on how most effectively the standards can be used by the Kronos solution.

Jeff Peretin, EVP at Connors Group, said: “These are very exciting times to combine the expertise of Presence of IT and Connors Group. Together, we are delivering leading edge labor standards combined with human capital effectiveness. Our united teams are highly skilled and experienced, are passionate about the opportunity to focus on the client’s business goals.”

About Presence of IT

Presence of IT is a leading consultancy and provider of the world’s foremost Workforce Management and Human Capital Management solutions. We provide thought leadership, strategy, process improvement, implementation, and operational support services to many of the world’s largest private and public sector organizations. Our strength is the excellence of our people and our focus is on our clients. This focus has seen us evolve into a global organization to better support our clients in their respective markets, the world over. More information at: www.excellenceinworkforce.com or www.presenceofit.com. Presence of IT: Excellence in People™.

About Connors Group

Connors Group is a proven management consultancy specializing in Workforce Performance and Productivity Improvement based on Industrial Engineering and Lean Business Standards. We help companies increase top line sales and profitability through collaboration and understanding our client’s priorities. We listen, we engage, we discover, we strategize, we implement, and we quantify our results. Our clients achieve long-term operational success through our proven methodologies and extensive field experience. Connors Group offers deep expertise in retail, distribution, and manufacturing sectors. We understand Workforce Performance, and we get results for our clients. More information at: www.connorsllc.com.

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