



Mortgage Organization Case Study

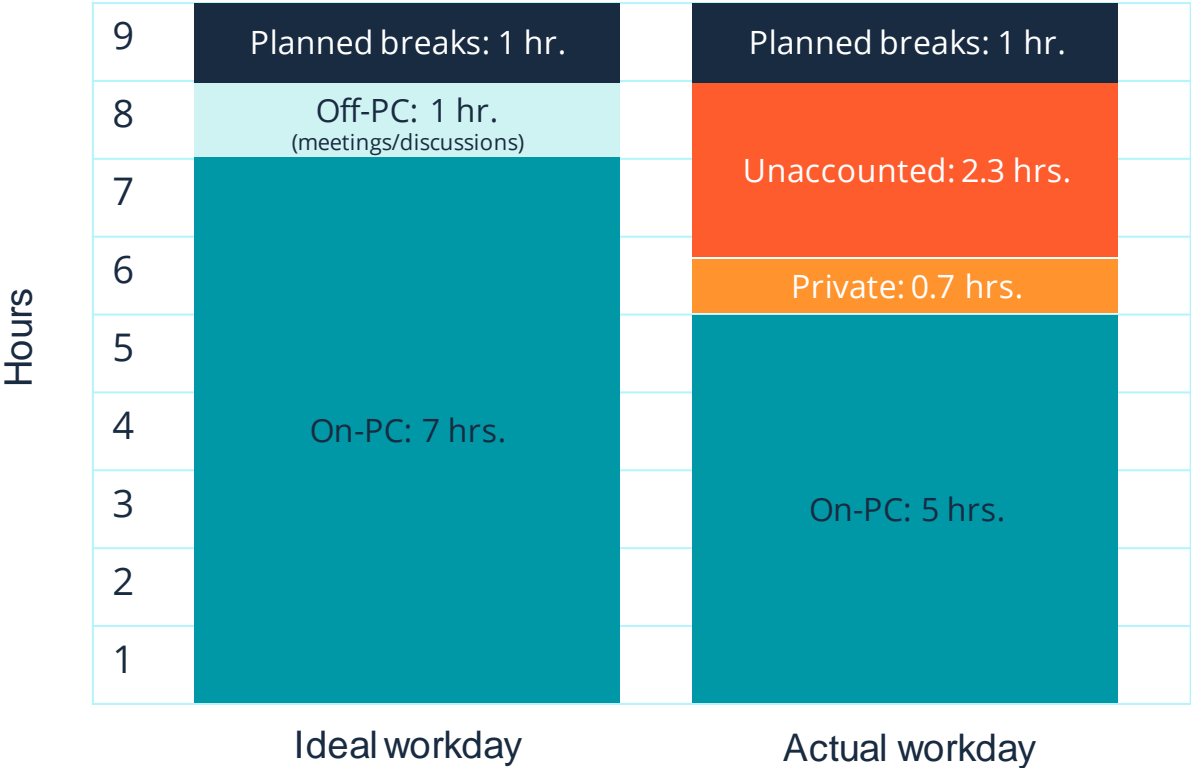
People Analytics @ Work™



Executive summary

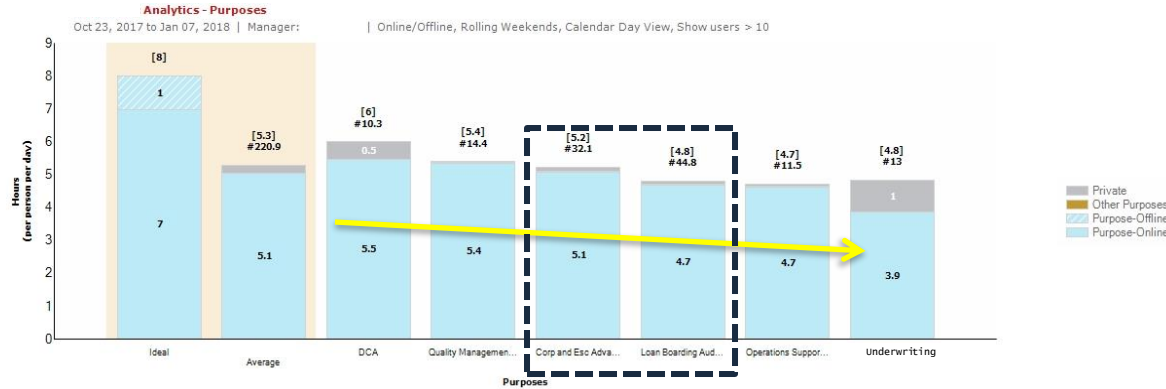
- Objective of limited deployment for est. 300 users
 - Identify the utilization of the resources
 - Product capabilities and features
- Deployment Status
 - Sapience installed for 260 users at 3 locations
 - Stealth mode deployment
 - PoC duration: 4 weeks

Workday expectations vs. reality

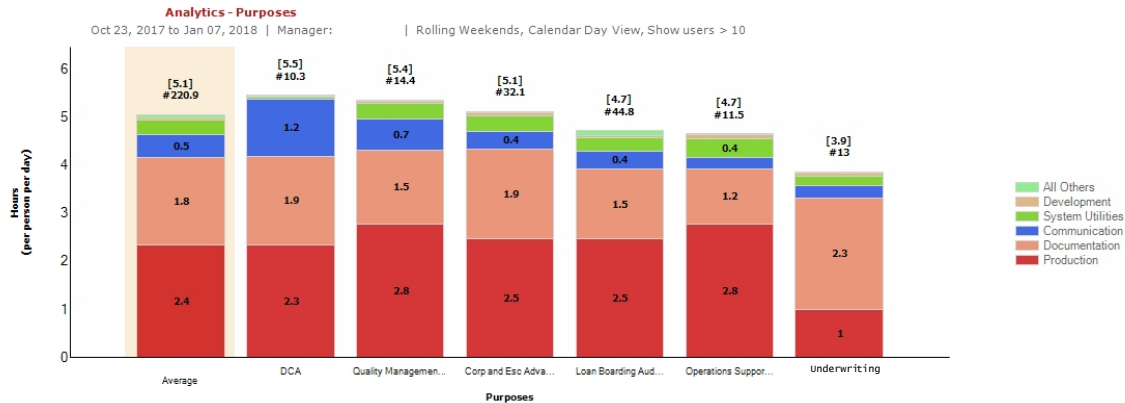


- Gap of 2 hrs. (30% less work on-PC)
- Achievable gain of 1+ hrs. on-PC

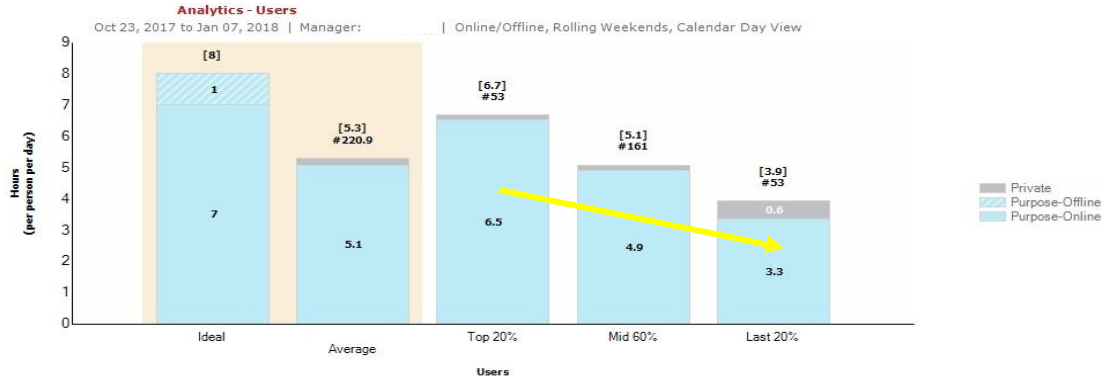
Project comparisons



Teams with maximum users (30+) are working est. 5 hrs. on-PC



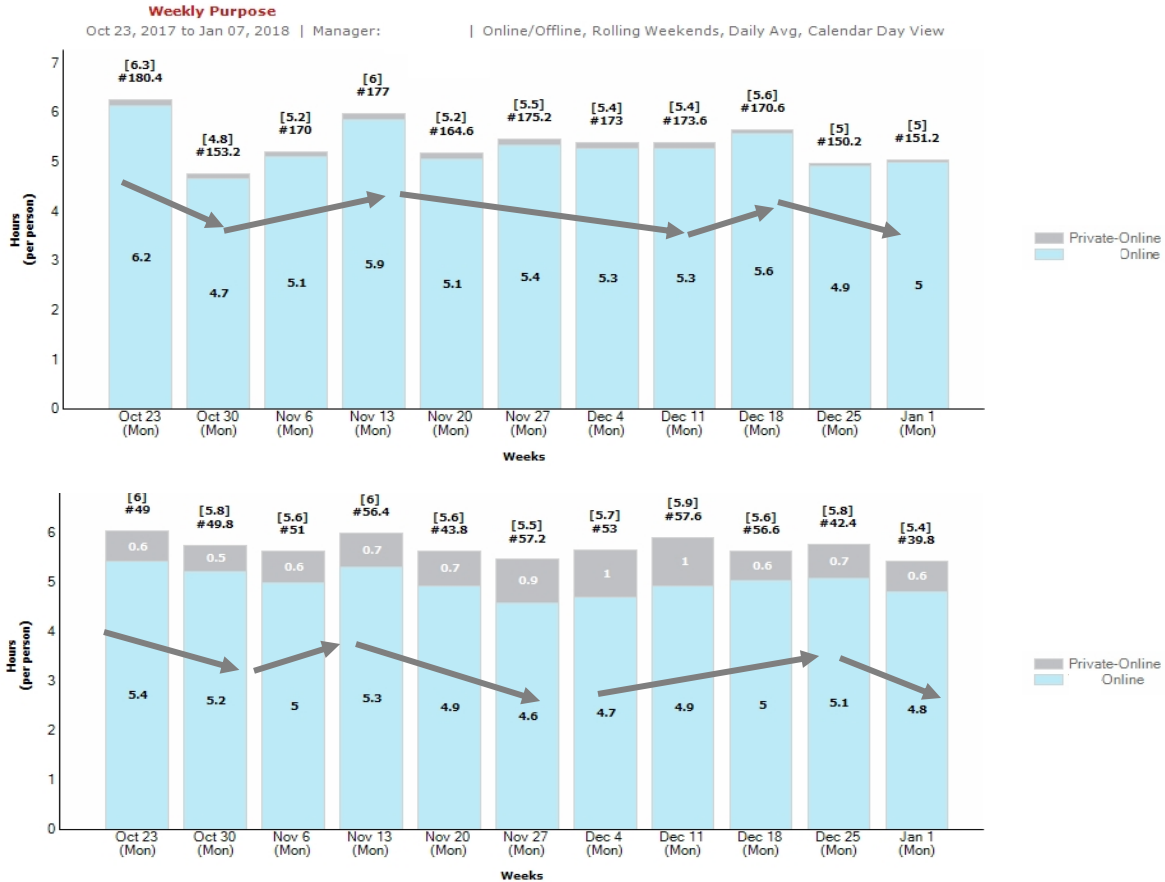
Power analytics: top 20% and mid 60%



Top 20% > Mid 60% by 1.5 hrs. on-PC

User Name	# Days Worked	# Days Assigned	Rank	Work Time (A = B + E)	Time on Projects (B = C + D)	On-PC Time on Projects (C)	Off-PC time on Projects (D)
Ideal	NA	NA		8.00	8.00	7.00	1.00
Average	45.5	54.9		5.30	5.30	5.30	0.00
Naveen Kumar L	53	55	Top 20%	8.11	8.11	8.11	0.00
Mahua Dey	43	55	Top 20%	8.07	8.07	8.07	0.00
Basavaraj Virupanna	52	55	Top 20%	8.00	8.00	8.00	0.00
Santu Nath	53	55	Top 20%	7.84	7.84	7.84	0.00
Sourav Banerjee	50	55	Top 20%	7.76	7.76	7.76	0.00

Weekly trends

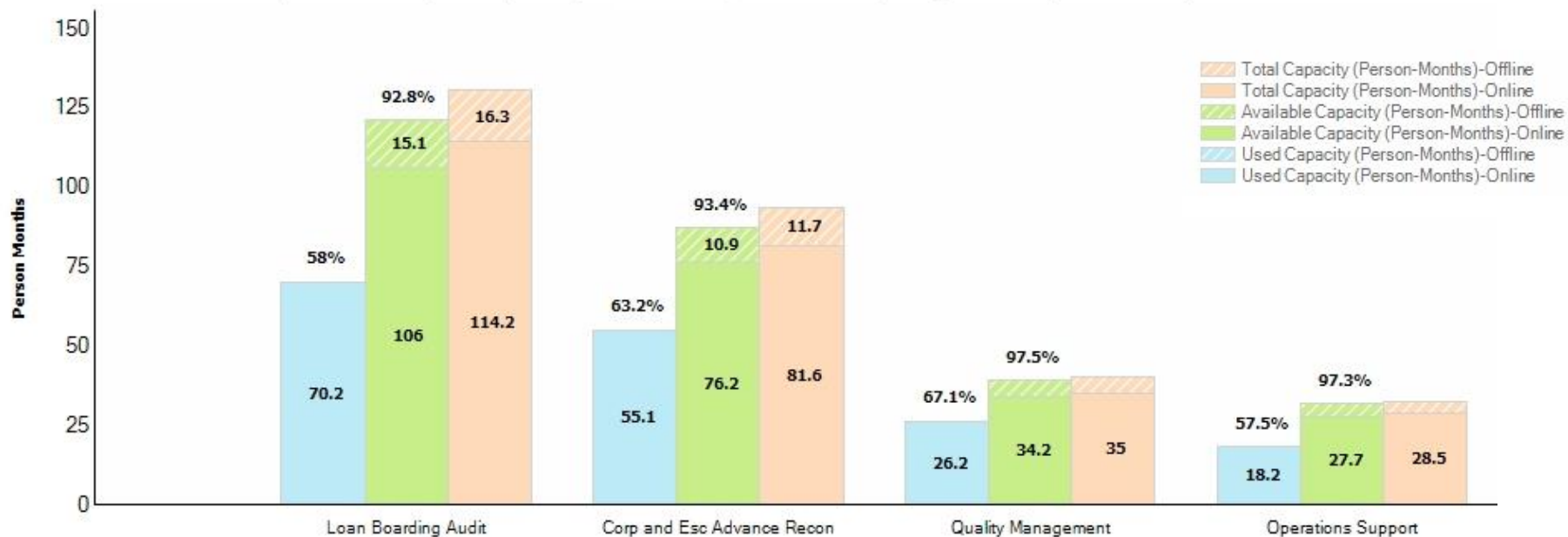


Capacity utilization

Capacity Utilization by Purpose

Oct 23, 2017 to Jan 07, 2018 | Manager:

| Online/Offline, Rolling Weekends, Calendar Day View



About Sapience Vue Analytics

Sapience Vue is our automated Enterprise Business Work Activity Analytics, Insights & Productivity solution that accurately captures effort data in a contactless manner and provides actionable insights for fact-based decision making by keeping employee privacy at its core. Vue is a SaaS based solution-built ground up with the latest technology stack and top-of-the-line security. With automated work pattern reporting and realtime analytics, Sapience Vue delivers unprecedented visibility into how people work with actionable insights to better manage cost and performance across teams and organizations, plus guide in-office and remote workforce deployment strategies. Fully compliant with privacy standards and seamlessly integrated with ease and flexibility, Sapience's solutions are fundamentally changing the way companies grow and operate while shaping the future of business.

With our actionable insights, self-reporting, and predictive analytics, you can build your new Way of Working (WoW) by streamlining:

- Remote working
- Workforce productivity and analytics
- Outsourcing governance
- IT software management and
- End-user experience management

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Thank you

