

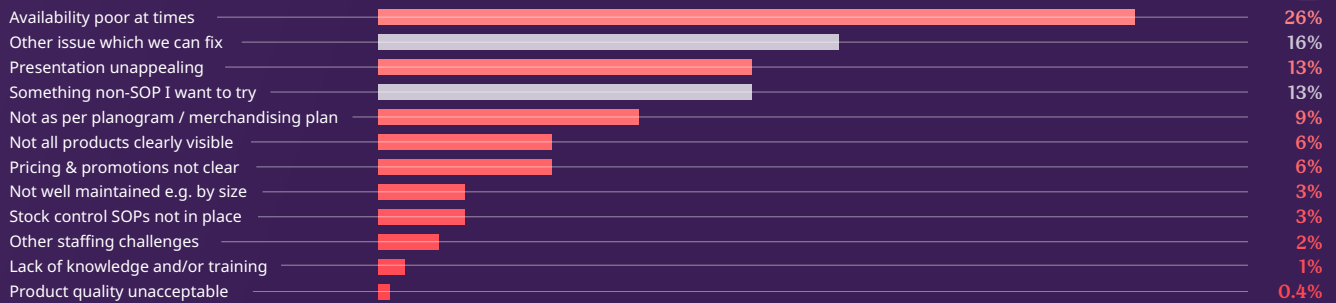
When Agile works, —— it really works.

When Agile store management works, it really works. Retailers that are already living and breathing Agile find they're reaping incredible benefits – take a look at our Quorso data to see what you could also be doing.

Value #1.

Agile engages your staff to become problem solvers, not robots.

Everyday, stores face barriers to sales and improvement.



29%

of these issues need **creativity and collaborative** problem solving to be fixed. So compliance checklists and SOP **won't cut it.**

These issues cost you, but **each one addressed** gives an average improvement of

+14%



And people learn from their success, so their missions **continue to deliver improvement** even when they've ended, driving a

+37%



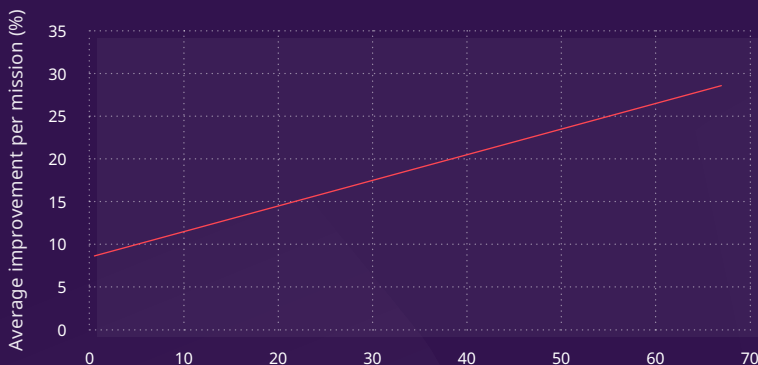
increase in sales for the next 3 months.

And feeling that successful all the time **makes Agile pretty addictive.**

95%

of Agile store managers **complete improvement missions each week**, compared with average engagement of 45% for other enterprise software.

And when people are successful, they take on more missions, and those missions **deliver even more improvement than the last!**



Which leads to a **great feedback loop** for your managers.



Value #2.

Agile means insight **doesn't get in the way of action.**

For all the missions that are suggested to teams daily,

84%



go from issue to action **within the day.**

That's insight to improvement, the same day!



How long does it currently take you to dig data, prepare a report, agree on an action plan, and **know when it'll start improving?**

Weeks?

Months?



The **top 3 priority** missions suggested cover for

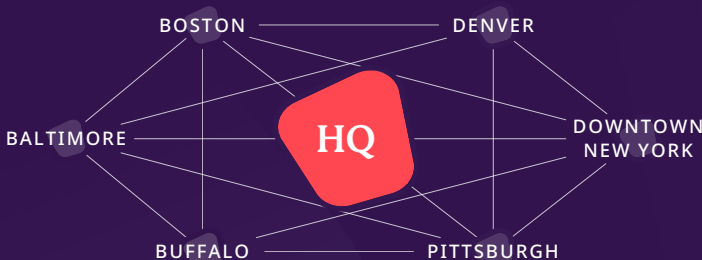
14%

of total lost sales at a given store in any given week.

Value #3.

Agile gives central teams **control, and stores flexibility.**

Your HQ needs visibility and control to ensure your business is going the right way. But your stores need to respond to challenges and local nuances in real-time, on their own.



82%

of a mission's total improvement will be **delivered with Agile** in the

first week!

And it pays to know where this rapid action is **needed most.**

A one-size-fits-all approach leads to **mediocrity.**

30%



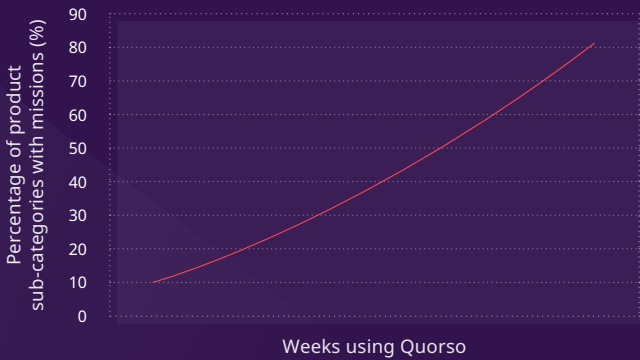
of missions are only relevant to a **single store.**

89%



of the time a mission is sent to **less than 2%** of your store network.

Central improvement models assume problems are identical and consistent across all stores. But analysis shows that the product lines causing issues for any store actually **vary week-to-week**.



Agile technology helps stores quickly identify and correct their unique problems.



So **95%** of missions get **solved in store**, or with help from peers in the network.

Which means central teams don't become a bottleneck to decisions and action, but still have **complete visibility** of everything that's going on and **overall control**.

With day-to-day operations taking care of themselves, **HQ can focus on the issues of the future**.

Brand perception
Technology
 Customer trends
Sustainability
 Product
 New markets
 Disruption
Talent

Value #4.

Agile allows you to **learn and adapt as you go**, rather than blindly following a plan.

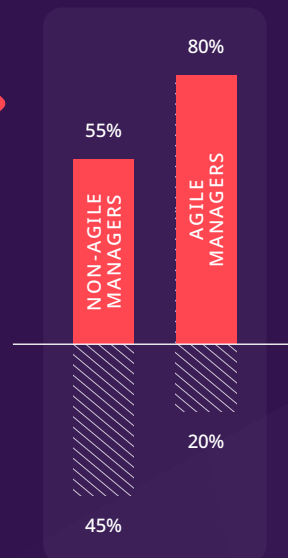
Agile allows you to **test, measure, and learn** rapidly: an average mission lasts

3.1 weeks

which means **ongoing evaluation** and **continuous improvement** for your business and your teams.

Agile managers learn fast, so they get it **right more often**. Typically, managers' actions only improve things 55% of the time. **Managers completing Agile missions drive improvement 80% of the time.**

Which store do you think will knock their competitors **out of the water**?



And when you learn something new, and need to pivot to a new KPI? Get your whole business working on it in...

5 minutes

Ready. Set. Go.

Switching to Agile means great results, fast. Getting there before others do will decide whether you smash your targets for the year, or fade into irrelevance.

Learn more about the results possible with Agile missions at quorso.com/results