



How to Gain Labor Productivity and Immediate Efficiencies with Cash Automation

Retail Industry Perspective



HOW TO GAIN LABOR PRODUCTIVITY AND IMMEDIATE EFFICIENCIES WITH CASH AUTOMATION

It is no surprise that retailers operate on slim margins. At 1 to 5% end of year profit margin, retailers need to be as lean and productive as possible, in every aspect of their operations. No wonder so much is invested in Supply Chain. Gaining even a few percentage points of efficiency can translate to huge gains in lowering expenses and bottom-line gains. At what point however, does it become squeezing blood from a turnip?

What other areas exist for a retailer to immediately gain efficiencies toward the bottom line? The next frontier generally passed over is cash processing and optimizing the retail cash chain. Consider the labor impact cash has on operations and employee productivity:

- **Labor** – Retailers dedicate significant resources to cash management. Preparation of change funds, excess cash pick-ups, day end reconciliation, bank deposit preparation and delivery of crucial data to accounting systems requires resources that could otherwise be focusing on customer service and growing your business.
- **Customer Service** – A typical cash payment takes between 11 and 15 seconds to process slowing lines and taking focus off the customer experience.

Every retailer processes cash; but the number of full-time employees dedicated only to cash processing is all over the board. We have assessed operations ranging from one to ten people dedicated solely to processing, preparing, and analyzing cash – in one store.

The Importance of an Investment Analysis

Our Investment Analysis examines a retailer's cash processes and we find overwhelmingly that they underestimate the time involved. This may be the reason not enough attention is given to this area of retail operations.

Cost-savings due to the reduced need – or redeployment – of labor is a key benefit of automation. With the threat of increased labor costs, retailers are starting to look at how they can be more efficient operating their business. This is an area where retailers can realize immediate savings. Cash room managers can be redeployed to customer facing activities, cashiers can shave time off of counting and accounting for their registers. With front-end automation, cashiers can actually engage customers to elevate the transaction. Where retailers accept payment in a bakery or deli, the employees don't have to touch money but can fulfill orders or interact with customers. Imagine having automated payments in the prepared food section that accepts cash and credit.

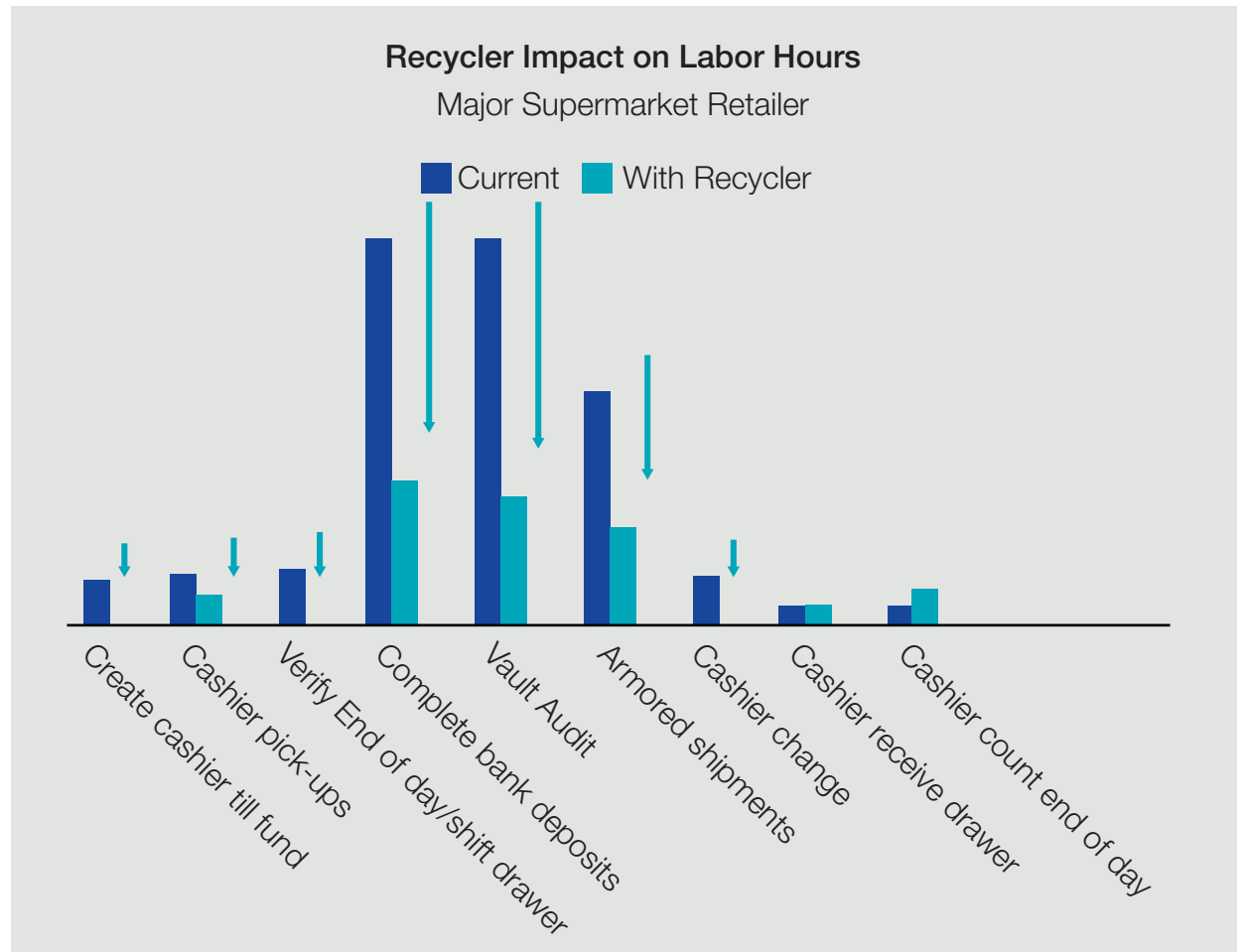
CASH AUTOMATIONS IMPACT ON RETAIL PROCESS

Analyzing your cash processes

Take time to map out your cash processes to determine the true cost of cash and the impact cash automation and recycling can have on your bottom line. A cash recycler in effect can act as an ATM for your cashiers. Imagine the difference that would make in time and processing. The next step could be to use that cash-room space toward selling space and eliminate a cash room all together. Eventually, cash recycling can give back floor space.

“CASH RECYCLING SAVES IMMENSELY ON LABOR- THEY CUT MY LABOR BY PROBABLY 80 PERCENT.”

Director of Retail Operations



As a global leader in cash technology solutions, we provide the financial, retail, cash center and gaming industries with confidence that their cash is protected and always working to help build a stronger business.

Our cash automation technologies and process engineering services help businesses in more than 100 countries optimize the handling, movement and management of cash. While we span the globe, we personally engage with each customer to address their unique challenges and goals – enhancing staff efficiency, reducing operating costs and enabling a more rewarding customer experience.

Glory technology helps optimize the retail cash chain from the front of the store to the back office through to the bank. Our solutions automate cash processing across the retail cash chain to help eliminate cash shrinkage, move employees into more productive roles, and reduce the burden and risk of moving cash from till to safe to bank and back again. By automating the movement of cash, retailers can release their staff to focus on customer service, reduce cash shrinkage and improve operational efficiency.

We offer peace of mind. We enable transformation. We generate options. We empower people. We do all this by releasing companies from the burden of cash management, putting cash to work, and helping customers enhance the value that their staff and facilities add to their business.

We are Glory. We Secure the Future.

Glory, 3333 Warrenville Road, Suite 310, Lisle, IL 60532 USA

 +1 (800) 527-2638  info@us.glory-global.com  glory-global.com

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