



Maximize Labor Resources for Profitability... with Watson, R.M.™ Labor Management System

A global pioneer in advanced technology solutions for the hospitality industry, UniFocus is the only company that enables you to have the full array of knowledge you need to run your business.

Watson, R.M. Labor Management System is the most advanced solution for workforce management in the hospitality industry. It includes modules for dynamic variable budget and revenue analysis, with powerful automated tools for forecasting, planning, scheduling and evaluation. When you control your single largest expense—labor—you control profit margins and asset value.

Advantages:

- ◆ **Actionable Knowledge**
Fine-tune performance utilizing real-time performance reporting to operating standards.
- ◆ **Continuous Growth**
Create accurate forecasts so your team can accurately plan for changes in business volumes.
- ◆ **Measurable ROI**
Synchronize schedules with business demand for right staffing.
- ◆ **Profitable Outcomes**
Link daily operating schedules to your budget parameters for accountability.

Key Modules of Watson, R.M. Labor Management System:

- ◆ Forecaster
- ◆ Planner
- ◆ Scheduler
- ◆ Reporting

The industry's most advanced solution for workforce management:

- ◆ **Scientific and Accurate Forecasting.**
- ◆ **Precise Planning** – for maximum service at the least cost.
- ◆ **Automated Scheduling** – synchronize workforce with demand.
- ◆ **Flexible Budgeting** – adjusts to actual volumes and protects profits.
- ◆ **Insightful Reporting in Real-Time** – critical intelligence for improved planning.



UniFocus' Labor Management System enables you to:

- ◆ **Create Accurate Forecasts** – short-term volume forecasts that coincide with your schedule period.
- ◆ **Calculate Labor Hours** – to meet guest needs based on precise forecasts.
- ◆ **Track Performance** – with daily and periodic summary reports.
- ◆ **Adjust Forecasts** – to account for unforeseen circumstances.
- ◆ **Maximize Resources** – to optimize workforce in tight labor markets.
- ◆ **Enjoy Automatic Compliance** – with regulations and union rules.
- ◆ **Make Assessments with Real-Time Checks** – performance, budget and the impact of fluctuations in demand.
- ◆ **Focus on Higher-Value Activities** – free managers to work on high impact activities.
- ◆ **Make Strategic Decisions** – strategic business decisions based on hard facts.

