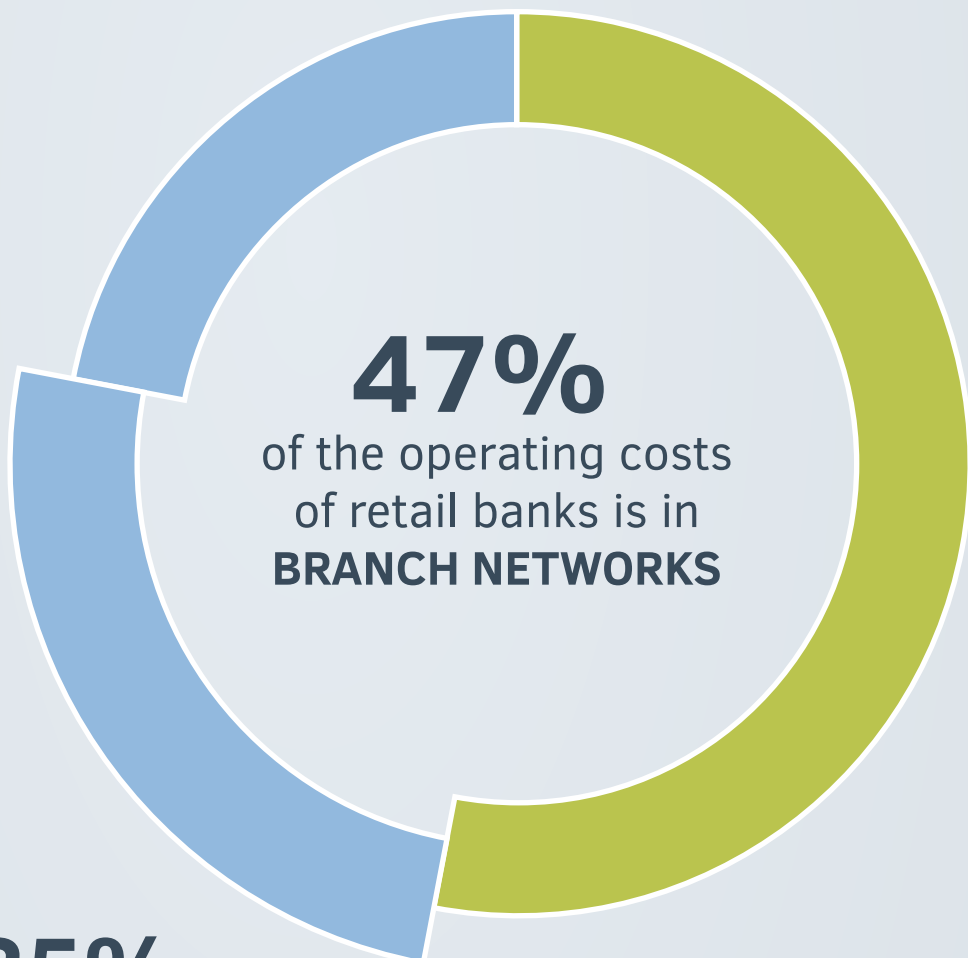


# WORKFORCE ANALYTICS IN RETAIL BANKING

## Branch Staffing Costs

1



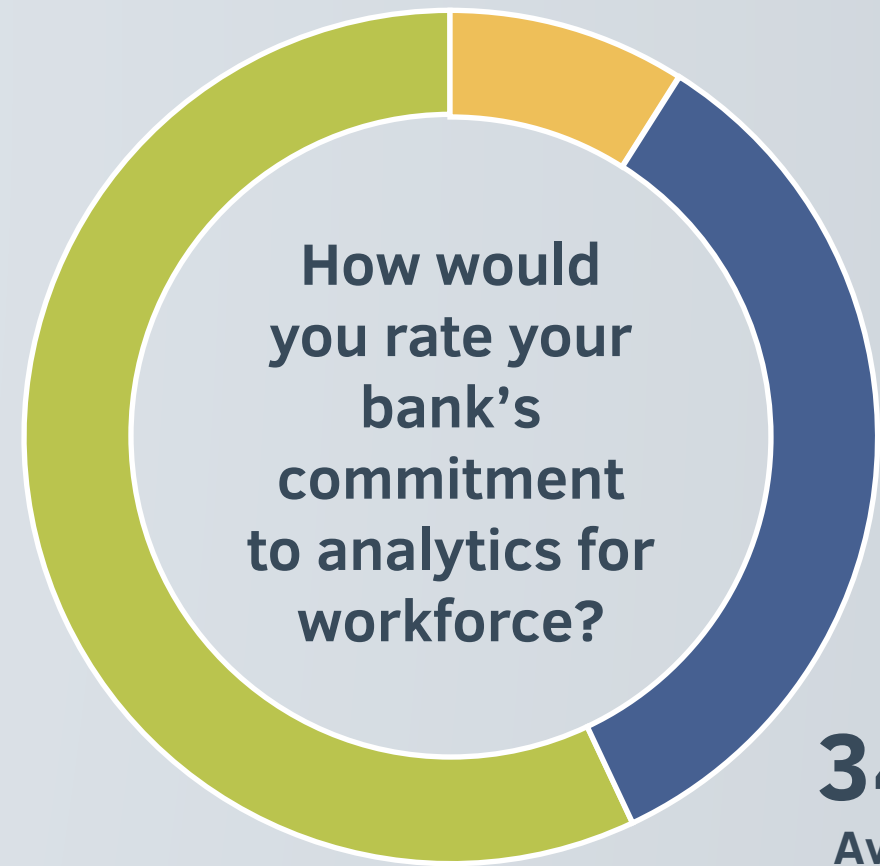
**25%**  
of the total cost is in **BRANCH STAFFING**

## Commitment to Workforce Analytics

2

**57%**  
High to Very High

**9%**  
Very Low to Low



*Kiran Analytics 2016 Workforce Strategies Survey*

## Workforce Optimization Priorities

3

Which of these are critical priorities for optimizing your workforce?

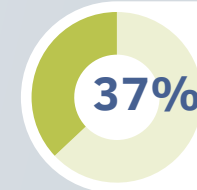
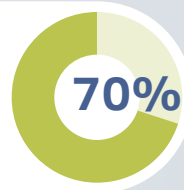
VS

## How Banks are Using Advanced Analytics

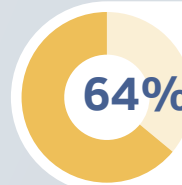
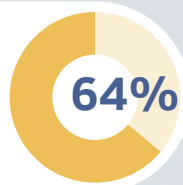
4

Our bank is using advanced analytics to help make workforce decisions

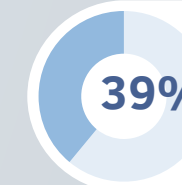
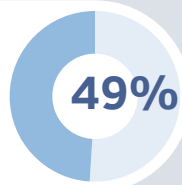
Acquiring and Retaining Top Talent



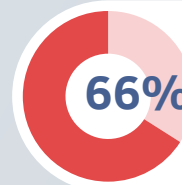
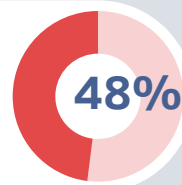
Aligning Capacity to Market Opportunity



Deploying Universal Banker



Reducing Overstaffing



*Kiran Analytics 2016 Workforce Strategies Survey*

## RESULTS THAT LEADING BANKS ARE ACHIEVING

5

