Productivity:
The Secret to Success

Connected Workforce

Insight

The new metric that everybody is talking about

Productivity is arguably the trickiest measurement to gauge and increase. Organisations know that maximising both individual and group output is key to many other business related challenges such as increasing turnover, gaining a competitive edge and employee satisfaction – yet many organisations still haven't cracked it.

A **45%** increase in employee productivity could be worth up to **£340bn** added output per year to the UK service sector alone[1]

Mastering successful productivity levels is a fine balance. Invest too much on the physical workplace and HR initiatives - and your bottom line will suffer. Alternatively, if you don't invest enough and set unrealistic targets, you'll lose top talent.

So what exactly is productivity?

In its most basic form, productivity is an economic measure of output per unit of input. The inputs are usually measured as labor or capital and the output tends to be measured in revenue or Gross Domestic Product (GDP).
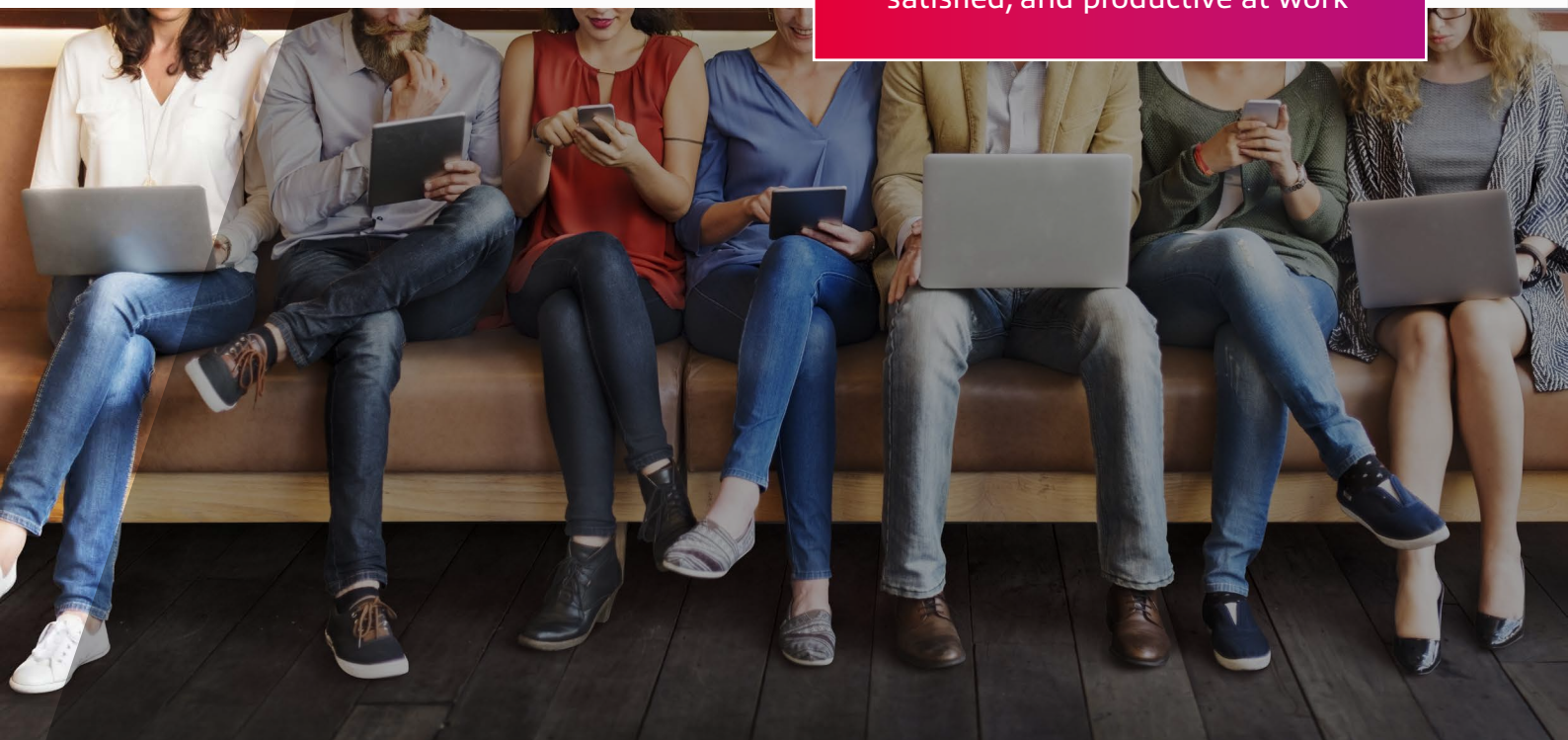
Productivity essentially means accomplishing more with less. Both money and labor are scarce resources for most organisations, so making the most of what you have is critical for modern organisations. Buying more ping pong tables is not the solution, and setting new goals and targets will not be sustainable. In order to drive an increase in productivity effectively, employees need access to the three key resources:

Applications: Providing employees and teams with effective tools for the job.

Content: Help and guidance around how to deliver effective results.

People: The ability to access other people easily and communicate freely.

Employees who believe their workplace effectively uses **mobile tech** are more creative, satisfied, and productive at work[2]

[1] Report: Hay Group's What's My Motivation?
www.haygroup.com/uk/press/details.aspx?id=7184

[2] Report by The Economist Intelligence Unit: Mobility, performance and engagement
www.arubanetworks.com/pdf-viewer/?q=/assets/EIUStudy.pdf

nl.insight.com

Insight

The challenges around productivity

Current issues that face organisations trying to achieve productivity improvements are:

Integrated, business-focused systems

If you have technologies that don't work together, or have been superseded by newer technologies, how can your employees get what they need to be truly effective? How can you stop them using unapproved, third-party applications to share information and support their work?

Availability

If you have to provide 24/7 access to your systems, how can you maintain them? If you have to schedule in downtime, how can you ensure the applications, data and people your employees need to access are still available?

Security

In or out of the office, security is a significant issue for IT – how can you give the flexibility and access needed for employees to work productively, while also preventing data loss caused by human error or a malicious attack?

The benefits of higher productivity

Once you've got your productivity levels up, your organisation will benefit from:

Improved corporate productivity

Effectively integrated systems will give you the flexibility, efficiency and agility you need to support business objectives.

Retained competitive edge

With employees being able to work effectively, you can reduce wasted resource, increase profits and your market share.

One easy, flexible way of working

Combine collaboration, communication and business intelligence into one easy and flexible way to work.

Productivity improves by

20-25% in organisations

where employees are connected[3]

nl.insight.com

Insight

1. Cognitive Analytics

Making smarter decisions

Access to the right data at the right time – whether that is through the latest mobile devices or high-powered PCs – helps employees improve productivity and performance.

2. High powered PCs

Better, faster performance

Employees need powerful tools and features to help them work in the most productive manner such as the latest processors, self-encrypting hard drives, touchscreen displays and ISV-certified workstations. Research from Principled Technologies suggests modern PCs produce 145% better system performance than legacy machines.

3. Cloud supported devices

Increasing collaboration and mobility

Forrester research suggests 70% of employees use smart phones for work and 40% rely on tablets. Organisations need to invest more in cloud-enabled technologies so their employees can benefit from easy scalability and collaboration as well as access to on-demand platforms securely.

5

technologies that will boost productivity[4]

4. Agents and touchscreens

More responsive technologies

Gartner suggests CIOs should explore how they can use autonomous agents to augment human activity and free people for more productive and valuable work. Super-thin touchscreen technology continues to evolve and the latest developments will create a new level of responsiveness which is key to this more productive era.

5. Software-defined everything

Staying connected and secure

Software defined security is climbing Gartner's Hype Cycle for emerging technologies. This technology enables the workforce to stay connected and secure, whether employees access information from mobile devices or powerful PCs. Software-defined systems have already had a big impact on data centers and networks.

[4] DellEMC: 5 ways technology will boost enterprise productivity in 2017

www.techpageone.co.uk/business-uk-en/5-ways-technology-will-boost-enterprise-productivity-2017/

nl.insight.com

Insight

Keeping you ahead of the technology curve

In today's increasingly connected world, an organisation's success depends heavily on them providing the right tools to support the major business imperatives of improved productivity, mobility and collaboration.

Insight Modern Workplace solutions encompass these three key business imperatives and offer a fresh approach to your people, processes and technology, supporting today's drive for work style flexibility.

Our core productivity solution partners:

CISCO CITRIX® NetApp®

Symantec. hp Microsoft Partner — Gold Cloud Platform / Gold Volume Licensing / Gold Cloud Productivity / Gold Small and Midmarket Cloud Solutions / Gold Software Asset Management

vmware® Cisco webex

To learn more about Insight's Connected Workforce solutions

visit here. **nl.insight.com/solve/connected-workforce**

About Insight

Today, every business is a technology business. Insight empowers companies of all sizes and government organisations to healthcare and educational institutions with Insight Intelligent Technology Solutions™ to realise their goals. As a Fortune 500-ranked global provider of hardware, software, cloud and service solutions, our more than 6,000 teammates give clients the guidance and expertise needed to define, architect, implement and manage technology today to help them transform for tomorrow.

nl.insight.com

Insight®