



Improve Employee Productivity

prodoscore.com

sommita.net

A photograph of a multi-story office building at night. The windows are arranged in a grid, and many are illuminated from within, showing office interiors with desks, chairs, and lights. The building's facade is dark, and the overall scene is a mix of warm interior lights and the cool blue tones of the night sky. The text 'ONE SCORE' is overlaid in a large, white, sans-serif font, centered horizontally and vertically across the middle of the image.

ONE SCORE



What is Prodoscore?

YOU CAN'T IMPROVE
WHAT YOU DON'T MEASURE

Prodoscore lets you capture and measure accurate real-time data about your employee productivity. This information can help provide visibility on how to measure worker productivity to create more sales opportunities by continuously improving sales process across your organization.

Regardless of your company size or industry, as a sales leader, you are likely challenged on how to measure your sales team's output. With a global workforce and a remote sales team in hand, visibility can obscure how sales activities are executed and how they are properly measured. There are many reasons to measure employee productivity - but very few tools exist that actually work and are easy to implement and use.

Prodoscore calculates a proprietary employee productivity score based on time spent in Google for Work applications like email, calendar, docs and hangouts. A common measurement score can help identify star performers or opportunities for improvement.

Why Prodoscore?



01 QUICKLY KNOW PRODUCTIVITY WITH A SINGLE SCORE

Prodoscore presents one number as a calculated score of overall productivity. A single number makes it fast and easy for sales professionals and their managers to understand the performance of their team; no more configuring complicated graphs and charts that require additional time and resources to interpret complex data patterns.

02 EASILY SEE BEHAVIOR PATTERNS

Prodoscore lets you quickly and easily see work behavior patterns, to readily understand behaviors that lead to higher performance - including both high performers and those who could do better. Use this knowledge and leverage these insights to improve team performance and build a world class organization.

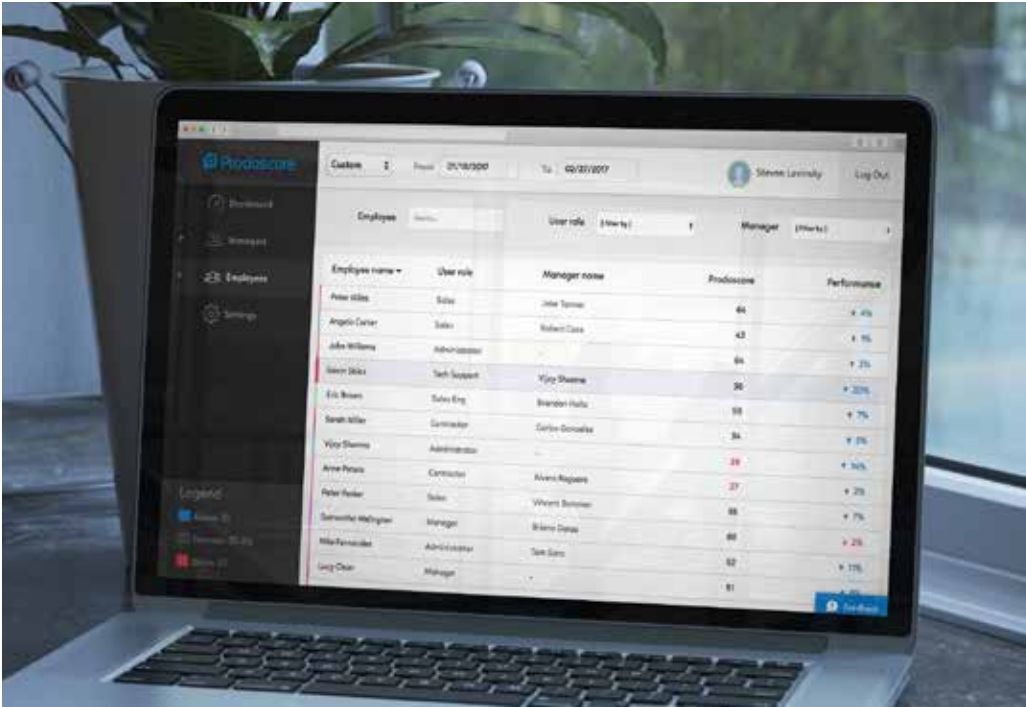


BETTER MANAGE A REMOTE WORKFORCE

Employees now expect the flexibility to work remote. Embrace this workforce transformation with Prodoscore to better understand remote worker productivity and hire the best talent - regardless of where they reside. Of course, managing a distributed team presents its own set of challenges. Prodoscore gives you new visibility and confidence to feel comfortable hiring and managing remote workers with greater visibility into their workday activities, giving you the assurance that remote workers are being productive.

IMPROVE ROI WITH GREATER ADOPTION OF EXISTING APPLICATION INVESTMENTS

Productivity platforms such as GSuite, CRM, and integrated VoIP and other phone systems represent a significant investment for any company. The number one reason why these investments often fail is due to a lack of adoption. Incorporate these investments with Prodoscore to gain insight into usage and help drive greater adoption. Incorporate Prodoscore into these systems and a single performance metric to quickly and easily monitor adoption and utilization of your entire productivity technology stack.



05

SUPPORT HR PERFORMANCE REQUIREMENTS

Automatically create productivity logs for employee records and performance reviews. With Prodoscore, you can better understand employee performance assessment, which can be quantitatively assessed and backed up with easily understood reports and documentation.

06

MANAGE PERFORMANCE IN REAL-TIME WITH ACTIVITY ALERTS

Don't wait until a salesperson misses quota at the end of a month or quarter to realize the need to provide support or help address a problem. Use Prodoscore to set automated activity alerts when employee activity drops below a threshold or historical average to proactively address issues sooner versus later.



PERFORMANCE TRENDS

Are your best employees engaged and happy or are they looking for their next opportunity? Use Prodoscore to proactively identify employees at risk of “churning,” to better retain top employees before it is too late, saving your company tens of thousands of dollars.

IMPROVE EMPLOYEE TRAINING

The most crucial stage for creating a

successful employee starts with good training. The problem, however, is that you typically don't know that an onboarding failed until several months later. Prodoscore can help to compress this review cycle to weeks instead, so you can faster identify and address training issues with new employees before these issues become a bigger challenge. Prodoscore can help identify poor messaging on emails, improper calling times and cadence and too many or too few appointments set, just to name a few training opportunities for improvement.



09

BETTER UNDERSTAND CAPACITY LIMITS OF EMPLOYEES

Don't wait until your employees are so overwhelmed that it impacts the bottom line. Stay on top of employee workloads and make sure they're busy, but not so busy that their work begins to suffer. Use Prodoscore you better see when the time is right to scale up staffing needs or not.

10

ADD GAMIFICATION TO DRIVE EMPLOYEE PRODUCTIVITY

Many of us are competitive - especially those engaged in the sales profession. When done right, employee Prodoscore's can be used to gamify productivity and output across teams. Since Prodoscore analytics are easy to see and understand, competitive metrics can be readily captured and used to encourage exceptional performance, encouraging activities that actually deliver to the bottom line.

How Prodoscore Works

Our bots fetch software usage statistics of your employees on products such as G Suite (Gmail, Drive, Calendar, Hangouts), Conference call systems and CRM systems (Salesforce, Zoho, ZenDesk) etc. That's all they do, just collect the stats.

With the gathered data our bots compute and establish the Prodoscore for each of your employees and on the next day, you can see a report on how your team has been working.



SAM PAWOLENSKI
Sales Executive

Let's take an example, Sam is a salesperson. He uses Gmail, Google Drive, Google Calendar, Hangouts, Conference calling, CRM systems and others related products.

Our bots record the following;

- Number of emails sent
- Document revisions
- Calendar scheduled times
- Time spent on conference calls
- All tasks related to other products that Sam uses

Sam's Prodoscore

68

By weighing his daily engagement on each product throughout the organization, Sam's Prodoscore is calculated.

The calculated Prodoscore is used to generate various reports regarding Sam to measure how effective his work day was and where he stands when compared with his peers.



You can't improve
what you don't measure

Sommita Technology Group LLC
206-783-4742
<https://sommita.net>