

MORE ENGAGEMENT. MORE ACCOUNTABILITY. MORE RESULTS.

Maintaining a competitive advantage isn't easy in any economy, but in an industry that's redefining itself, the challenge is amplified. Progress Printing seized the opportunity and brought in the RESULTS.com software to champion their own print industry revolution.

SITUATION

Prior to RESULTS, Progress Printing ran their business through a network of online and offline tools including email, spreadsheets and a myriad of ad hoc solutions.

Goals and tasks were being missed in the shuffle, ultimately hurting company performance and eating away at their competitive advantage.

Progress Printing needed to hire new people and promote existing team members to new positions without losing existing client relationships during the transition.

SOLUTION

After attending an online workshop and a series of implementation sessions, Progress Printing dove straight into the software, migrating all their goals, projects and data into the RESULTS.com software.

KPIs and strategic goals are now presented company wide via a dashboard, providing complete transparency to everyone. Teams that did not have KPIs previously now have visibility into what they're collectively responsible for and have a better understanding of how to achieve them.



Established in 1994, Progress Printing is based in New South Wales, Australia and services both the Australian and New Zealand markets.

Progress Printing has a wide product line, including full service print, supply chain management, fulfillment, and merchandizing.

Clients choose Progress Printing due to their high quality standards, competitive pricing, comprehensive service offering, and commitment to a 100% satisfaction guarantee.

<http://www.progressprinting.com.au/>

 **139%**
PRODUCTIVITY

“Accountability doubled. Employee engagement and motivation doubled. People took ownership of their numbers and would innovate to keep their goals in the green. Since implementing RESULTS.com, production output increased by 139%.”

Harvey Dunn – General Manager, Progress Printing