WEARABLES IN THE CONSUMER MARKET
UNITS IN MILLIONS

2017 | 2018 | 2019 | 2022

Sports Watch | Wristband | Ear worn | Smart Clothing | Head mounted Display | Smartwatch
WEARABLES IN THE INDUSTRIAL MARKET
OPERATIONAL CONCERNS

SUPPLY CHAIN & MANUFACTURING LEADERSHIP

65% - Finding and retaining people with the right skills and talent
56% - Increasing labor productivity
54% - Improving internal production processes
53% - Increased competition
50% - Customer wants faster response times

*Source: Deloitte’s 2019 MHI ANNUAL INDUSTRY REPORT*
OPERATIONAL DISRUPTION

- Labor shortages
- Required overtime
- Low productivity
- Low morale
- High “call-out” rate
- High turnover
- Injuries

FINANCIAL IMPACT

- Recruiting & re-hiring costs
- New hire & re-training
- Cost of injuries and worker comp
- Low customer satisfaction
Employees who believe that management is concerned about them as a whole person — not just an employee — are more productive, more satisfied, more fulfilled. Satisfied employees mean satisfied customers, which leads to profitability.

— Anne M. Mulcahy, CEO of Xerox
TRANSFORMATION STARTS WITH SAFETY

Lifting related injuries cost US companies $14.8B per year

$62B
Annual Cost of All Workplace Injuries

24%
Sprain and Strain Injuries
WEARABLE
A belt-mounted wearable sensor can automatically detect unsafe biomechanics.

FEEDBACK
Workers receive a vibration when a high-risk posture is detected. Goals and competition results in continued improvement.

ANALYSIS
Data is uploaded to a cloud-based web dashboard that provides management with workplace analytics.
KINETIC MAKES WORK MORE **REWARDING**

**FEEDBACK & GOALS**

**COMPETITION & REWARDS PROGRAM**
(Requires further discussion)

**WEEKLY VIEW**
KINETIC POWERS CONTINUOUS IMPROVEMENT

IDENTIFICATION

Over-reaching due to belt width

Twisting due to an adjacent curb

IMPROVEMENT

97 HRPs

64% Reduction after work process intervention

36 HRPs

Before
Individual Performance

Daily tracking of high-risk postures and other data points by individual, providing each worker with the data they need to drive continuous improvement.

Features Include

- Improvement metric is color coded – green, yellow, or red
- Daily counts for HRP, Hours worn, and Steps
- Refreshes daily showing last 7 days - rolling
Team Performance

Daily tracking of high-risk postures by individual, team, rotation or workstation; providing team leads and managers with the data they need to better coach, train, scale initiatives, and understand the workplace.

Features Include

• Team Goals
• Individual Goals
• Program Progress & Improvement Tracking
• Charts
• Setup Wizard to assign and reassign devices
KINETIC KEEPS WORKERS SAFE

DAILY HIGH-RISK POSTURES PER WORKER

Baseline Average

Feedback period

59%

Improvement from Baseline

Reducing injuries starts with proper biomechanics

BENDING  TWISTING  REACHING
KINETIC REDUCES LOST TIME DAYS

DAYS LOST DUE TO INJURY
500 associates at 13 facilities

2018
Without Kinetic

1,181
Days Lost Due to Injury

2019
With Kinetic

139

90% REDUCTION IN LOST TIME DAYS
KINETIC KEEPS WORKERS MORE PRODUCTIVE

PICK RATES PER HOUR
TEAM WITH REFLEX WEARABLE Vs WITHOUT

Increase in pick rates, due to reduced soreness and fatigue, especially at the end of the day.

5.2% Pick rate increase
KINETIC WORKS

5% INCREASE IN WORKER PRODUCTIVITY

53% REDUCTION IN INJURY RATES

54% REDUCTION IN CLAIMS COSTS

ALL WHILE INCREASING WORKER RETENTION
62% REDUCTION IN INJURY RATES

DEPLOYMENT
• 1 auto glass manufacturer
• 500 associates
• 12 Months

RESULT
• A 62% reduction in injuries versus the control group
• 49% Reduction in cost of worker’s comp claims

OUTCOME
• AIG’s preferred wearable vendor solution
DEPLOYMENT
• 5 facilities
• 400 associates
• 12 Months

RESULT
• A 65% reduction in claims costs versus the previous year without Kinetic
• ROI of close to 8

OUTCOME
• National rollout to 50% of all drivers

65% REDUCTION IN CLAIMS COSTS
"IT’S TOUGH TO LIFT WITH CORRECT POSTURE, BUT I DEFINITELY FEEL LESS BACK PAIN AT THE END OF THE DAY"

Chris, Packer | Went from 323 high risk lifts per shift to 12 (96% reduction)