



**For Immediate Release**  
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**XCD Performance Consulting’s AMP™ Workforce Motivation Program uses Manhattan Associates Labor Management software to improve supply chain performance**

Princeton, New Jersey, (July 12, 2007) – After years of experience, research, and refinement, XCD introduces [AMP™ – Associate and Management Performance Program](#) for companies with labor-intensive operations that wish to reduce costs while rewarding employees for their efforts. AMP blends motivation theory, change execution techniques, engineering and statistical tools, and labor management reporting software to enable companies to create positive and rewarding work environments.

As companies link compensation to performance, there has always been a need to do so in a way that is fair, while controlling risk to the labor budget. “Historically, labor management programs relied primarily on engineered labor standards to drive productivity improvements. We have found that while these standards are a necessary component, there are far deeper complexities involved in sustaining high levels of performance,” says Troy Van Wormer, Partner, XCD. “Now managers have a program that is built around controllable motivation factors, uses statistically fair performance measures, and is aligned with their company culture.”

“XCD is a member of Manhattan Associates’ partner ecosystem called MAP<sup>2</sup>, which includes experienced professional services firms that ensure customers receive integrated solutions to meet their business needs,” said Jeff Cashman, Senior Vice President, Business Development, Manhattan Associates. “XCD has gone beyond typical software consulting to help companies create a strategy that is unique yet founded on an understanding of human motivation. That approach, combined with Manhattan Associates global applications, creates demonstrable value for our customers.”

“XCD’s particular expertise in developing sophisticated and far-reaching labor management programs will position us to be the leader of this fast-growing segment,” Says Van Wormer “We’re pleased to incorporate Manhattan Associates’ industry leading Labor Management software and technology platform to help clients manage and use AMP in a way that was previously unattainable.”

**About XCD Performance Consulting**

XCD is a professional services firm focused on organizations having complex supply chains and intense labor challenges. XCD provides both lean supply chain consulting and labor management consulting services and devotes continual research and thought-leadership towards making workforce motivation an indelible part of clients’ performance-focused cultures. XCD’s clients include some of the leading brands in retail, consumer products, third-party logistics (3PL) and cable TV. [www.xcdpc.com](http://www.xcdpc.com)

**About Manhattan Associates**

Manhattan Associates (NASDAQ: MANH) is the leading supply chain solutions provider to market-transforming companies with global operations. The company’s supply chain planning, supply chain execution, business intelligence and business process platform capabilities enable its more than 1,200 customers worldwide to enhance profitability, performance and competitive advantage. [www.manh.com](http://www.manh.com)