

## CASE STUDY

### Northwestern Mutual

Before Northwestern Mutual ditched its old hard-wire clock system the company was plagued by out-of-sync, hard-wire clocks. A Primex low-maintenance Wireless Clock System, synchronized with GPS, helped organize the office.

“If someone is late for a meeting, they can’t blame the clocks.”

—Greg Junek  
Manager of Facility Technical Services

#### The Problem:

Northwestern Mutual holds up to 600 meetings a day in one of its 153 conference rooms. In an environment like this, time management is essential. Still running on a hard-wired synchronized clock system that was designed in the late 1970s, Northwestern Mutual’s 20th century clock system just couldn’t keep up with the company’s 21st century mindset. Clocks at Northwestern had the tendency to “drift,” causing clocks throughout the facility to vary 3 to 5 minutes. The inconsistency caused meetings to run later than scheduled and eventually resulted in poor productivity, daily complaints to facility managers, and hours of maintenance.

#### The Solution:

Northwestern Mutual eventually chose Primex and the results have been staggering. Primex was able to install a system meeting Northwestern Mutual’s specifications in less than 10 days so that the company could continue to conduct business without any major delays. The addition of Primex’s Wireless Clock System has also made life easier for the company’s facility managers. According to Greg Junek, Manager of Facility Technical Services, “We used to get seven calls a week from managers angry about clocks being off somewhere in the building. Now there are none. And if someone is late for a meeting, they can’t blame the clocks.”



#### Results:

- All of the facility’s 350 clocks are now synchronized.
- Angry phone calls to facility managers are now nonexistent.
- Maintenance costs for the Primex system is significantly cheaper than the previous hard-wired clock system.



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#### To Learn More:

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