

CASE STUDY

# The No Mark-up Experience

Learn how an Awardco client (U.S. Defense Contractor) increased the value of their recognition program for every employee and saved money at the same time.

## Case Study By the Numbers

**70%**

### Employee Value Increase

Awardco does not markup products giving increased value to employee redemptions.

**99%**

### Shipping Savings

Awardco teamed up with Amazon Business to provide Business Prime Shipping options, resulting in savings for employees.

**81%**

### Vendor Savings

Awardco has zero hidden fees, no markups, and access to shipping solutions that make recognition more **affordable**.



	PREVIOUS VENDOR	AWARDCO MODEL
<b>Customer Awards Budget</b>	\$184,489	\$184,489
<b>Actual Spend on Employee Gift</b>	\$92,244	\$167,718
<b>Actual Spend on Vendor</b>	\$92,244	\$16,771
<b>Shipping</b>	\$17,784	\$179
<b>Total</b>	\$202,272	\$184,668

## About Us

Awardco is an employee recognition solution designed to simplify the process of rewarding and recognizing employees within an organization, allowing them to redeem from the world's largest reward network. By integrating with Amazon Business, we have successfully eliminated product markups and overpriced shipping. We offer employees products and experiences they actually want on an easy access, custom solution. From an administrative stance, Awardco provides clear reports and analytics that organize budgets and give valuable feedback. This employee experience program cuts costs, increases ROI for employee engagement, and motivates staff-members to succeed.