



More Choices, Zero Markups, Happy Employees



TaylorMade went from a limited catalogue of overpriced products for their service awards to offering millions of options through Amazon Business with zero mark-ups.

THE PROBLEM

TaylorMade's employees were unhappy with the limited offerings for their service awards.

In one instance TaylorMade's previous vendor offered a 3 year-old TaylorMade golf club set at 30% above the MSRP! Situations like this fostered a current of negativity towards TaylorMade's service award program. Adding insult to injury, Taylormade was losing a significant percentage of their employee recognition budget to product markups and shipping fees.

THE SOLUTION

Awardco provided a simplified, powerful platform for Taylormade's service award program which offered millions of redemption options, saved thousands in shipping fees, and redirected recognition budget back to employees.

“ We were tied down to a traditional catalogue vendor for many years where the selection was limited, outdated, and the markups were astronomical. As an OEM, our products have been featured in these catalogues, and to see first hand that their price was 30% above our own MSRP showed us that we needed to find a new solution. Awardco was able to prove that not only was the selection current with products and pricing, but there were no markups as well. The user experience was simple to understand and products arrived directly to our employee's doorsteps quickly with no shipping fees.

Bill Miller

GLOBAL HUMAN RESOURCE MANAGER

Awardco has teamed up with Amazon Business to make employee recognition more rewarding. Eliminate unnecessary costs, redirect rewards budgets back to employees, and simplify the recognition process altogether with Awardco.

See how rewarding recognition can be.

Schedule a quick demo at awardco.com/start.

Questions? Email sales@awardco.com or call 800.320.0893.