

GLOBAL CHANNEL INCENTIVE REWARDS



With a global return on investment of 15 to 1



MERCHANDISE



VIRTUAL REWARDS



RETAIL GIFT CARDS



HOTELS & TRAVEL



MOBILE TOP-UP

OPPORTUNITY

A multi-national technology leader operating in 117 countries wanted to capture mind-share and wallet-share in a highly competitive global, re-seller market. Thousands of re-sellers around the world needed to be motivated and aptly rewarded with stand out products and experiences.

SOLUTION

The P2M platform enabled the client to consolidate reward management on a global basis through a single vendor who could provide:

- Relevant, in-demand and broad reward selection
- Competitive pricing
- Rewards based on region specific requirements
- Exemplary service
- Timely delivery and tracking of redemptions, fostering competition to achieve individual and team goals. Aggregated data feeds and progress tracking, display of motivational content, and offers thousands of rewards options that inspire employees to go the extra mile.

KEY ADVANTAGES

- Points issued at the SKU level
- Complex offers that cross product lines
- Adding lines of business to their portfolios
- Consumption of learning modules
- Participation in LIVE events
- Submission of product strategy recommendations
- Gamification elements were used to map progress via leaderboards and completion badges.
- Point issuance based on products, bundles, sales volume, adoption of new lines of business, and more. Offers are tailored to geographies & claiming options include bulk uploads, auto-claims, social claiming, & claims by proxy.

RESULTS

Program return on investment exceeds 15/1 globally. Active partners have increased by 10% year after year, and partner retention is among the highest in the industry.

Call us at 844-442-3699 and let's discuss how a global incentives program can reward your bottom line!