



Point Recognition

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*ASCENDING THE SUMMIT*

# Content

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## ABOUT US

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### **SAVE UP TO 40%**

Offer your employees instant online access to over a million reward options, including top brands and preferred products, all while saving up to 40% when compared to other reward programs.

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## OUR PROGRAMS

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### **THINKING OF YOU**

We've partnered with top brands and online retailers to make rewards simple. We can individually tailor a program to best suit your needs so rewards can be and feel, well, more rewarding.

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## PROGRAM MGMT

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### **WE OFFER MORE**

Not only do we offer amazing rewards, gift cards and recognition through our portal, but we also offer certificates, awards and company-branded products for you and your employees.

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## CUSTOMER SERVICE

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### **SECOND TO NONE**

When you give us a call, you'll talk to us. Not a machine, not a recording, but a real person who knows you, has your goals in mind and is willing to go the extra mile to reach them.

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## POINTS & COSTS

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### **VERSATILITY IS KEY**

We don't offer just one way to pay for points, and we don't offer just one system to redeem those points. We believe that giving you options is the best method to ensure success.

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*For over 30 years, companies have relied on Point Recognition to develop, execute and manage their employee award and recognition programs with great success.*

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### **OUR MISSION.**

To empower customers to enhance their rewards program through innovation, technology and support, earning us the status of the preferred supplier in the Award and Recognition Industry.

### **OUR VISION.**

By leveraging technology, we will create, enhance, manage and execute first-class employee award and recognition programs. With the utmost confidence in our company and employees, we will maintain 100% accountability for every program's success while excelling in customer service.

### **OUR ADVANTAGE.**

Point Recognition offers the most innovative, easy-to-use and effective solution. Our online award programs include the following competitive advantages:

- ▲ Savings of up to 40%
- ▲ 3 to 5 day award delivery
- ▲ Employee access to reward redemption 24/7/365
- ▲ Free shipping
- ▲ Millions of award options including Digital Rewards
- ▲ Over 160 partners to choose from, including: Amazon, Target, Bass Pro Shops, The Home Depot and Global Hotel.

### **OUR VALUES.**

We will, at all times, treat our employees, our customers and our vendors with dignity and respect. We will be upfront and honest in all of our communications.

# About Us





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***Our innovative, online program lets you maximize your rewards plan by eliminating the costs and problems of brochure-based programs!***

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Awarding employees has evolved from a pat-on-the-back and a handshake to giving employees a choice of rewards. Still, many companies work with award specialists to determine a program budget and only a limited selection of merchandise, such as jewelry, clocks, luggage, and electronics. Brochures are then printed with the award choices and honored employees select an award for fulfillment.

#### **LIMITATIONS TO A BROCHURE-BASED AWARD PROGRAM.**

- ▲ Employees have only a few choices and can select only one award.
- ▲ Award costs vary and keep increasing, making budgeting impossible.
- ▲ The fluctuation in the price of gold can increase the cost of the program.
- ▲ Inventory incurs warehouse costs.
- ▲ Merchandise can become out-of-date, discontinued and back-ordered.
- ▲ Shipping charges are excessive and increase.
- ▲ Regional distributors add additional cost.
- ▲ Printed brochures become outdated, provide limited choices and add to costs.

These limitations led us to create a cutting-edge, web-based, easily manageable awards program. Advanced technology allows us to shift the paradigm, so your recognition program has more impact at less cost, further benefiting both employees as well as the company.



# Our Programs

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*Each employee is unique and should be able to choose an award that is meaningful. Your company-branded, customized online award program makes this possible—at a lower cost than your current program.*

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To offer your employees a choice of millions of products we have teamed with the best online retailers. Options available are categorized in Merchandise and Pre-Selected Items.

When employees are recognized, they are given the appropriate number of points. Points are determined by your award investment budget. Employees can accumulate points through various corporate programs. Such programs include, but are not limited to, the following:

- ▲ Peer-to-Peer Program
- ▲ Spot Recognition Program
- ▲ Service Award Program
- ▲ Safety Program
- ▲ Dealer and Sales Incentive Program
- ▲ Holiday Gift Program
- ▲ Wellness Program
- ▲ Retirement Program
- ▲ Performance Awards
- ▲ Onboarding Program

Employees redeem their points on the program website customized with your company's logo, branding and message. Each product, etc., has a point value. Employees can redeem their points at any time—unless you prefer to set a deadline—and can choose multiple awards. Awards are shipped free of charge to the employee's desired location.



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*See why we say it's the More Rewarding Rewards Program? We believe that our online award program is the industry's best recognition solution for your company.*

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**MILLIONS OF BRAND NAME AWARD OPTIONS.**

Our partnerships with the best online retailers and digital rewards enable us to offer millions of award options.

**COST SAVINGS UP TO 40%.**

Access to an over \$59 billion online retail distribution network gives us the competitive advantage of lower award costs.

**FREE SET-UP AND NO CONTRACTS.**

We have no hidden costs.

**EGIFT CARDS.**

Over 160 partners to choose from, including: Amazon, Target, Bass Pro Shops, The Home Depot and Global Hotel.

**EMPLOYEES CAN CHOOSE MULTIPLE AWARDS.**

The flexibility of our program allows employees to select multiple awards.

**EASY-TO-USE PROGRAM.**

Employees find it easy to view, select and receive their awards.

**FAST AND FREE SHIPPING.**

Awards will be shipped to your employees within one week—free.

**FREE PROGRAM CUSTOMIZATION.**

Our online program is customized with your company's logo, branding, message —free of charge.

**ALL-INCLUSIVE.**

All of your employee award and recognition programs are maintained using our online award program.

**EXCEPTIONAL PROGRAM MANAGEMENT AND CUSTOMER SERVICE.**

We do all of the work! You provide us with your employee data, and we take care of the rest.

**SIMPLE TO ADMINISTER AND TRACK.**

The turnkey, web-based system is easy to set up and administer. The online dashboard lets you view results and budgets.

**GUARANTEED TO COME IN AT OR UNDER BUDGET.**

It is impossible to exceed your program's budget.

**NO CATALOGS—GO GREEN!**

Catalogs are expensive and offer a limited award selection. Our online program saves trees!

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*Effectively manage your award programs online —from start to finish. Supported and backed by our 100% accountability promise.*

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Effortlessly customize and implement your entire award process with Point Recognition's online features. Simply access our Management Tools at any time to update employee data, monitor program activity and generate real-time reports and analyses with our Tracking and Reporting capabilities. We've also created custom award packets and unique options. Whether you choose to send a branded personal email message or a signature-signed physical packet, there's a Point Recognition solution. Certificates, award pieces and more can be shipped seamlessly and scaled with ease! Simply choose a packet and we'll take care of the rest.



**EMAIL CUSTOM PACKET**

Includes a Congratulatory Letter; Steps for Award Redemption; and some commonly asked Questions. Free of charge.



**CUSTOM PRINT PACKET**

Includes a Congratulatory Letter; Steps for Award Redemption; and some commonly asked Questions. Cost is \$1.10ea + shipping.



**CUSTOM PRINT PACKET WITH 3X5 LUCITE BLOCK**

Holds a 3x5 certificate in a black presentation box. Includes Custom Packet. Cost is \$14.05ea + shipping.



**CUSTOM PRINT PACKET WITH 5X7 LUCITE BLOCK**

Holds a 5x7 certificate with wall hanger and stand in a black presentation box. Custom Packet included. Cost is \$19.79ea + shipping.

# *Program Management*



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*We support your online award program with the utmost level of professionalism and service.*

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**SUPPORT.**

You'll have your own account management team, professionals who know you and your company and are ready to help.

**RESPONSE.**

If your program coordinator or employee calls our office, a real live person will answer the phone—not an automated system. Issues are addressed in an efficient and timely manner, generally within one business day.

**COVERAGE.**

We are experienced at handling location-specific requirements while providing each location with our consistent, exceptional level of customer service.

**BILLING.**

We have flexible billing options. Invoices can be sent by location, department or manager. We can bill in PDF or Excel format for easy sorting of invoice detail.

# Customer Service







# Points & Costs

*The program cost includes the awards and administration—we're not tacking on more fees. A discount is available to companies that qualify.*

Companies that spend over \$50,000 are eligible to start receiving additional discounts on top of our already up to 40% lower pricing. More saving opportunity. More rewarding opportunity.

### ADMINISTRATIVE COSTS.

|                                                                |             |
|----------------------------------------------------------------|-------------|
| Online Award Program Set-Up, includes corporate customization* | <b>FREE</b> |
| Employee Congratulatory Email Packet                           | <b>FREE</b> |
| Shipping Awards*                                               | <b>FREE</b> |
| Customized Billing (per location, department or manager)       | <b>FREE</b> |
| Customer Service Support                                       | <b>FREE</b> |
| Tracking and Reporting                                         | <b>FREE</b> |
| Employee Satisfaction Surveys, upon request                    | <b>FREE</b> |
| Management Access Site                                         | <b>FREE</b> |

\* Set-up and shipping charges apply to custom merchandise orders.

### AWARD BUDGET/COSTS.

You determine how much you want to spend to award your employees. This award investment translates into points for your employees to redeem online for awards.

The chart below is an example of this translation. Each \$1 investment equals 250 points. Keep in mind that the point program works with any budget. For example, if you want to invest \$83 for an award, the award recipient will receive 20,750 points.

|       |                    |
|-------|--------------------|
| \$50  | <b>12,500 PTS</b>  |
| \$75  | <b>18,750 PTS</b>  |
| \$100 | <b>25,000 PTS</b>  |
| \$150 | <b>37,500 PTS</b>  |
| \$200 | <b>50,000 PTS</b>  |
| \$400 | <b>100,000 PTS</b> |
| \$600 | <b>150,000 PTS</b> |



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*We offer discounts to all companies that qualify. Reflected below, the annual total investment includes all programs incorporated into our online award program.*

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This allows you to save more money in the long run—and in the business world, saving is earning. We’re not talking about saving a few dollars, either—we’re talking about saving thousands.

| Annual Total Investment | Discount |
|-------------------------|----------|
| \$50,000 to \$99,999    | 1%       |
| \$100,000 to \$149,999  | 2%       |
| \$150,000 to \$249,999  | 3.5%     |
| \$250,000 or more       | 5%       |

### **BUT WHAT DOES THAT MEAN?**

Sure, 5% sounds like 5%. We tend to reserve that number for talking about small things, but we’re a company that strives to change the common outlook, so we’re here to change your perception of a typically “small” number.

\*Discounts only apply to items redeemed under the “Our Merchandise” tab. Discounts are not applicable to our eGift cards.

*We offer two payment methods to give your company the versatility and choice that best suits your needs. We'll make sure you never exceed your predetermined investment per employee, all while staying up to 40% less than our national competitors.*

### **BILL ON REDEMPTION.**

New mountain bike? Home entertainment system? Either way, this plan allows your company to receive a consolidated monthly invoice after your employees choose to redeem points for their hard-earned awards.

### **BILL ON ISSUANCE.**

Would you rather pay as you reward? With this plan, you'll receive invoices as you allocate points to your employees. Set-up a predetermined number of points for individual employee awards that complements your planned budget. Bill on Issuance offers complete budget control.

|                                    | National Competitor | Bill on Redemption | Bill on Issuance |
|------------------------------------|---------------------|--------------------|------------------|
| Bushnell Spotting Scope            | \$310               | \$174              | \$143            |
| Sony Cyber-Shot Digital Camera     | \$255               | \$154              | \$126            |
| Cuisinart Hand Blender - Stainless | \$143               | \$83               | \$68             |

### **BENEFITS OF BILL ON ISSUANCE VS. A GIFT CARD PROGRAM.**

- ▲ Unlike gift cards, there is no income tax on your employees' redeemed points for safety and service award programs.
- ▲ Your employees can choose from millions of award options at their convenience.
- ▲ We will effectively communicate to your award recipients.
- ▲ Point Recognition will issue a credit of 75% of the unused points upon expiration.
- ▲ We do not charge any additional fees per award, therefore you'll have complete budget control.



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*In the US we have over 160 unique eGift cards available including: Amazon, Walmart, Target, Bass Pro Shops, The Home Depot, Lowes and Global Hotel.*

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**CHANGING THE DYNAMIC.**

Our eGift cards range in denominations from \$5 - \$5000, plus a flat rate of \$0.99 per eGift card selected. This fee is billed out at the end of every month.

**OUTSIDE THE UNITED STATES.**

For our Canadian Customers (like the United States) we offer a merchandise and eGift card solution. We offer thousands of reward options in Canada. Since these items ship from our distribution centers in Canada, we do not charge any additional duties or import fees. In addition, the items in our Canadian catalogs ship for free unlike most of our competitors.

**GLOBAL EGIFT CARDS – WE MAKE IT EASY TO DELIVER.**

Global eGift Cards from a wide array of merchants (more than 600 brands worldwide) appeal to a wide base of consumers for either online shopping or in-store redemption around the globe. The ultimate in flexible, culturally relevant, top in-country brands for your rewards solution.

No matter which eGift Card you choose, Point Recognition makes it easy to deliver in over 43 countries and 16 currencies.

|                     | Competitors | Point Recognition |
|---------------------|-------------|-------------------|
| Setup Fee           | \$15,000    | <b>FREE</b>       |
| Program Maintenance | \$500/month | <b>FREE</b>       |
| eGift Card Markup   | 20%-50%     | <b>FREE</b>       |
| eGift Card FEE      | \$5.99      | <b>\$0.99</b>     |

