



## How Does PerkSpot Serve Employers and Employees When They Need It Most?

H-E-B was working with a different perks provider but decided they weren't offering the ease of integration, the large scope of discounts, or the helpful management that H-E-B was looking for.

Enter, PerkSpot.

### >> How Does PerkSpot Support H-E-B Employees?

H-E-B needed a benefit that satisfied the needs of their entire workforce, which is made up of nearly 120,000 employees. "We've got a lot of single parents, partners [employees] on a budget with a big family, so we're always trying to see how we can better serve them," said Lupe Melendez, the Benefits and Health and Wellness Advisor of H-E-B. That's where PerkSpot stepped in, partnering with H-E-B in 2016 to offer thousands of exclusive discounts, allowing all H-E-B employees to save.



So, how did H-E-B employees respond to their new benefit? H-E-B conducted a survey recently where they asked for feedback on their entire benefits. Check out the response:

**"The Discount Program received raving reviews and Partners loved that they had so many options to choose from and all at a great price."**

### >> How Does PerkSpot Support H-E-B?

When asked why H-E-B was looking to make the switch from their previous perks and discounts provider to PerkSpot, Lupe Melendez said, "H-E-B was looking for someone who was seamless, provided various resources, and was easy for our Partners to navigate, a one stop shop."



Seamless  
Integration



Ease of  
Management



Consistent Marketing  
Materials & Resources

“What we love most is that we don’t have to do a lot of manual entries. I love the fact that PerkSpot handles all of the logistics for us and we don’t have to continuously respond to various vendors who constantly call or email. PerkSpot will get back to you.”



With PerkSpot’s account management, there’s not much required from an HR director or benefits manager. A dedicated client success manager sends regular reports detailing employee savings numbers, program participation, and more. Plus, marketing materials are sent throughout the year, highlighting seasonal discounts and holiday savings, so employees can make the most of their discount program!

## »» How Did H-E-B Employees Save During the Pandemic?

As a grocery store during the Covid-19 pandemic, leaders at H-E-B’s corporate offices immediately realized how thinly stretched their time would be. With over 300 stores, leaders were being constantly pulled away from their tasks for important calls and discussions regarding how to handle the management of their stores amidst the pandemic. With such a strong focus on this, PerkSpot’s relationship with H-E-B became crucial. Not only did PerkSpot continue to completely manage H-E-B’s Discount Program, freeing up time for important and necessary tasks, but PerkSpot also doubled down on efforts to find the most relevant savings for employees at this time, helping those who were strongly impacted by the pandemic to save time and money where they needed it most.



### PerkSpot and HEB

Average Monthly Savings  
Per Quarter Pre-Pandemic:

**\$54,375.62**

Average Monthly Savings  
Per Quarter 1 Year Later:

**\$64,514.62**

Increase of Savings  
During Pandemic:

**18%**