

CLIENT SPOTLIGHT

How PerkSpot serves Mayo Clinic's diverse workforce.



INDUSTRY

Healthcare

EMPLOYEES

76,000+

THE CHALLENGE

Finding an employee discount provider that not only had deals for their employees at their headquarters in Rochester, Minnesota but served all employees' diverse needs.

THE IMPACT

An average of 11,500+ employees utilizing PerkSpot to save monthly through their discount portal, in the mobile app, and as they shop with PerkSpot's Browser Extension.

Mayo Clinic is home to tens of thousands of employees with major campuses located in Rochester, Phoenix, and Jacksonville. As one of the top healthcare providers in the nation, millions of patients from around the world travel to Mayo Clinic annually seeking top-notch care. With employees of different roles located in different regions throughout the country, Mayo Clinic was in need of a discount provider that could bridge the gap in their current discount offering.

Prior to implementing PerkSpot, Mayo Clinic had their own discount portal but it was a heavy lift to keep up with and had strict vendor requirements. To be listed on their previous portal, vendors needed 3+ years as a business, had to offer 20% off or higher, and needed to commit to a year of service. The criteria made it difficult for Mayo Clinic to secure merchants and the management of the program was difficult with the diverse needs of employees.

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We wanted to not only have our employees at Rochester to have discounts, but everybody who works at Mayo Clinic to have discounts.

Betty Smith

Employee Purchase Program Coordinator

How PerkSpot improved their discount offering



An improved discount shopping experience



Thousands of new ways to save in 25+ shopping categories



The ability to maximize employees' lives with deals that make a real financial impact

A hands-off approach with real results.

By partnering with PerkSpot, Mayo Clinic was able to switch their focus to other priorities while improving the overall savings experience for their employees. PerkSpot manages the program for them with a team of well-equipped client success managers ready to help with anything that comes up. Not only that, but PerkSpot wants their program to be successful. To ensure it is, every new partner that comes onboard is set up with engagement strategies, marketing materials, and more.

Not only has Mayo Clinic invested in their employees by partnering with PerkSpot, but they've also used features like PerkSpot's "Suggest a Business" to recommend merchants they would like to see added to their discount portal.

A solution to staggering turnover rates.

The turnover rates for the healthcare industry remain high compared to other industries. It's caused healthcare providers to find solutions that increase employee morale. Betty Smith stated, "By having PerkSpot, it gives us a competitive advantage over our competitors that don't offer comparable discounts to their employees." So not only is it a great benefit for employee satisfaction, but it also benefits employers when finding and retaining talent.

Employees at Mayo Clinic have enjoyed savings on hotels, groceries, events, and more. With the healthcare industry continuously enduring retention challenges, PerkSpot can be a simple solution that reduces turnover and sets employers apart from their competitors.



Empower your employees to save today.
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