

PerkSpot for NFP Consultants



Discount Purchasing Program

A no-cost benefit that helps employees stretch every paycheck further

Why offer PerkSpot?

- **64%** of Americans are living paycheck to paycheck¹
- **71%** of consumers plan to reduce spending²
- **Expenses are outpacing income growth** for many households, and **rising prices remains Americans' top financial concern**³

What is PerkSpot?

- Employee discount marketplace
- **No cost to the employer**
- Minimal administration
- Launch in 30 days
- Access anywhere, anytime
- Popular categories:
 - Travel
 - Dining
 - Entertainment
 - Wireless
 - Childcare
 - Fitness

Who offers PerkSpot?

- **35+** clients with **100,000+** employees
- **100+** clients with **50,000+** employees
- **450+** clients with **10,000+** employees

What PerkSpot offers

- **15,000+** unique deals
- **10,000+** local offers
- **25,000+** restaurant deals
- **600,000+** hotels worldwide

¹University of Michigan, Survey of Consumers: Trade Policy and Expected Consumer Spending, 2025

²ADP Worker Sentiment Survey 2025

³Federal Reserve Survey of Household Economics and Decisionmaking 2025

Common Objections Assistance

Objection	Suggested Response
"We already have a discounts program"	"Many employers already offer some type of discount program. PerkSpot expands the breadth of savings while providing a more centralized employee experience."
"We already offer local discounts"	"PerkSpot can host your local offers in your portal alongside their 15,000+ exclusive offers to give your employees a one-stop-shop for discounts"
"We don't have budget"	"PerkSpot is provided at no cost"
"Employees won't use it"	"Employees are already seeking ways to save money. PerkSpot helps with the everyday purchases that employees already make"
"HR is overloaded"	"Implementation requires minimal administrative effort and can launch in 30 days"
"We already offer a financial wellness program"	"Financial wellbeing programs help employees manage money. PerkSpot helps employees keep more of it by reducing their everyday expenses"
"How is PerkSpot different?"	"PerkSpot differentiates with enterprise-scale support, customization, local offer integration, implementation support, and consistently high client retention"

Ideal client indicators

- Budget constraints
- Focus on employee wellbeing
- Retention or attraction concerns
- Looking for no-cost enhancements
- Benefits refresh or renewal discussion

1,500+
Clients

99%
Client
Retention

90%
Customer
Satisfaction

25+
Industries Using
PerkSpot

180+
Savings
Categories

Client Quotes

“

Our employee discount program has received raving reviews and employees love that they have so many options to choose from, all at a great deal.



Lupe Melendez
Benefits, Health and Wellness Advisor

Industry: Grocery
Employees: 160,000+

“

One of the biggest things was to make sure it's meaningful and relevant to the individuals we have out in the field. To be able to provide a meaningful discount, in terms of financial benefit, but also relevant to the individual and available nationwide because we have a very widely dispersed population.



Daniel Banks
Senior Manager, Benefits

Industry: Restaurant
Employees: 70,000+

“

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

Industry: Healthcare
Employees: 70,000+

“

It's always been easy. This is one of the programs that almost runs itself. It's not one I have to spend a whole lot of time on."

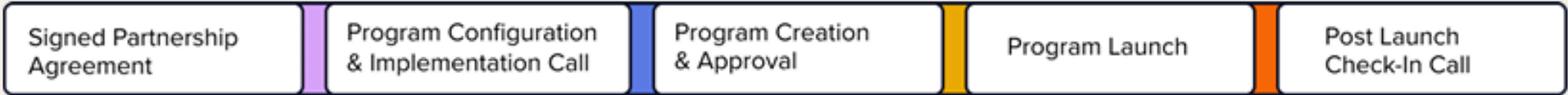


Leslie Sells
Benefits Analyst at Humana

Industry: Healthcare
Employees: 50,000+

Implementation

Onboarding Phases



Launch Time

3-4 weeks

Items Needed:

-  Signed agreement
-  High resolution logo + branding guidelines
-  Legacy offers you would like to bring over

1,500+ Clients	99% Client Retention	90% Customer Satisfaction	25+ Industries Using PerkSpot	180+ Savings Categories
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