



## Printing Nest Company Store Case Study : Company Rewards Store

### About the Client

A leading health care data provider with more than 200 employees, many of whom work remotely or in one of their 3 offices around the country.

### Their Challenge

Managers needed a streamlined way to reward their teams for completing projects using their branded gifts. Their current system required storing gift items in a locked storage closet and utilizing an available Administrative person to locate, package, and ship awards between their other tasks.

### Their Needs

The Customer needed the following solutions...

- Online store showcasing available materials for purchase
- Permissioned ordering capability
- Live inventory reporting
- Off-site warehousing and inventory management
- On demand pick-pack-ship service

### Our Solution

Working closely with the Director of Human Resources and VP of Operations, Printing Nest designed a clean, cohesive, and feature-rich online web store with permission based access for their Managers.

After listening to what products had worked and been popular in the past, Printing Nest offered the industries best product choices for the Company to curate into a 20 product catalog in a varying range of price points. All products were expertly decorated in accordance with the Company brand standards and delivered to Printing Nest 40,000 Sq Ft. facility in California for centralized order distribution.

Along with the web platform, up-to-date product selection, and storage capability, a robust reporting suite was created to allow the Company insight into their live inventory levels, their monthly manager participation, and their annual projected costs for maintaining their Rewards Program.

The website was able to accept its first order 15 working days after the agreement was in place, and the first orders were delivering to their employees a few short days later.



## Results

Within a week of the Company announcing the new online store to their managers 35 rewards were sent out to impactful team members.

Managers are rewarding their teams in a timely manner with a more appealing product selection, and as a result company morale and employee retention have improved.

Since launch the online catalog has expanded to meet the needs of other departments. The store now features branded uniform apparel, business card ordering, and a collection of their their published sales materials. Because of their Printing Nest Company Store the Company has the ability to scale their sales and marketing reach without additional staffing or labor costs.

**Update : The Company renewed their annually agreement and has increased its overall product offering to 35 items.**



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1-844-550-3786 • [sales@printingnest.com](mailto:sales@printingnest.com)