



Food & Beverage

- Situation** | One of the world's largest beverage companies wanted to optimize the execution of their incentive and recognition programs for over 60,000 employees. They selected BI WORLDWIDE to develop one system to manage multiple programs.
- Challenge** | Improve performance through targeted programs that engage the right people at the right time, improve employee knowledge and awareness of opportunities, simplify tracking and reporting, and resolve inconsistent reward methods.
- Solution** | BI WORLDWIDE instituted a performance platform to manage all employee initiatives. The system included service anniversaries to celebrate employees' history with the company, discretionary recognition functions and many targeted field promotions. System benefits included increased awareness through timely communications, improved visibility to performance results, streamlined program set up and execution, centralized analytics and tax compliance for employee earnings.



Results

Since system start-up, the situation has gone from ice cold to red hot among employees: 58,198 enrolled – nearly 21,000 of which earned recognition and rewards. 78% of business units across the company met or exceeded President's Club goals. And in the first 18 months, over 100 unique programs were completed to meet and exceed strategic growth goals.

