



Giving employees the  
**financial flexibility**  
they need.

Proposal For

*Jackson Hospital*  
July, 2020







# Who We Are



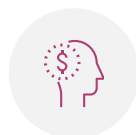
## Our Mission

Purchasing Power is a voluntary benefit program that gives employees financial flexibility by providing access to the products and services they need and want. Through our program, employees can comfortably pay for their purchases interest-free over time through payroll deduction.

## Why We Do It

- To improve employee financial well-being and happiness
- To offset the burden of rising benefit costs to both HR and employees
- To help organizations increase productivity and retention

## Empowered Employees Create a Better Workplace \*



93% say it reduces financial stress.



85% are less likely to withdraw from a retirement savings.



81% say it increases satisfaction with their organization.



80% are more likely to stay with their organization.

### Proven Program Results



A+ Better Business Bureau Rating



95% Client Retention Rate



10-20% Average Program Utilization

71

**Net Promoter Score**  
On average, retailers across industry had an NPS score of 35.

# Financial Flexibility. Employee Tranquility.



## What's *the problem?*

The reality of traditional credit hurdles are especially burdensome for employees, making them more stressed and less productive in the workplace.

Revolving balances, missed payments and decreasing credit scores can quickly snowball into less than ideal credit options that make everyday life more unaffordable.

## Why our approach is *the solution.*

Our purchase program leverages the power of working for a large company to provide financial flexibility for employees on the products and services they need.

A proven business model through every good and bad economic cycle since 2001, Purchasing Power continues to make life more affordable for employees, through the convenience of interest-free payroll deductions spread out over 6 or 12 months.

### WHAT SETS US APART?



#### Industry Experience

- In business since 2001
- We pioneered payroll deduction purchase programs
- We specialize in large, complex organizations
- We service Fortune 1000 Companies













#### Best-in-Class Customer Experience

- Recognized by Smart Business for world-class customer service
- Winner of the 2019 Stevie Award for "Best Customer Satisfaction Strategy"
- 71 Net Promotor Score – extremely strong in the industry

## *More than a purchase program.*

Our program allows employees to access thousands of brand-name products and services. Through payroll deduction, they make manageable payments over a 6- or 12-month period with no interest, hidden fees or credit check.

*All of our products are current models, brand new, and delivered up front.*

 Computers & Electronics	 Home, Furniture & Patio	 Sports, Fitness & Recreation	
 TV & Entertainment	 Automotive Care	 Baby & Kids	
 Appliances	 Travel	 Education	

*The ability to purchase big-ticket items, whether it's flat screen TVs [or] computers, and be able to do it through payroll deduction, allows employees who are budget conscious to not have to buy something all at once. The quality of the products that we see on the Purchasing Power website are excellent.*

*- Cape Fear Valley Health Systems*

*This program replaces the need for a credit card or accessing savings. It helped me be more careful in making purchases by ensuring I can afford the deduction from my paycheck. Thank you!*

*- Renée*

#### A FEW OF OUR CLIENTS

**Quicken Loans**  
Engineered to Amaze

**Advance**  
**Auto Parts**



## The Employee Experience



Register & Browse  
Online Catalogue



Select Items  
for Delivery



Make Payments Directly  
from Paycheck

### What Our Price Includes



Product



Warranty



Shipping



Taxes



Value-Add  
Products &  
Features

When cash or prime credit are not an option, our program is a responsible financing alternative.

	Cash	Payday Loans & Rent-to-Own	Credit Card	
Pay Over Time	✗	✓	✓	✓
No Credit Check	✓	✓	✗	✓
Easy Payroll Deduction	✗	✗	✗	✓
No Interest or Late Fees	✓	✗	✗	✓
Manageable Payments	✗	✗	✗	✓

### Employee Spending Limits

Our program is meant to provide a responsible way to buy when cash or prime credit options are not available. Spending limits are in place depending on the employee's salary, tenure and other factors to help protect employees from over-extending themselves.



# Streamlined Implementation



Involves your Payroll, HR & IT departments



8-10 hours of your time over a 4-6-week period





## The Employer Experience

From the moment the contract is signed, we make implementing and administering our program as simple for you as possible.

### EASE OF ADMINISTRATION

On an ongoing basis, we expect that you'll only have to invest 2-4 hours a month.

### DATA SECURITY MANAGEMENT

PCI Compliance, Red Flag rules Compliance, ID Authentication, device verification and social security masking are a few of the ways we protect our customers' identities, prevent fraud and keep your employees' data secure.

### NO LIABILITY

If an employee leaves your company with an open order, we work directly with them to determine a suitable payment plan.

### COMPLETE COMMUNICATION SUPPORT

We create, pay for and distribute all communications to promote our program and its benefits to your employees.

- Home Mailers
- On-site collateral: Posters & Flyers
- Emails sent directly to employees who register on our site
- Intranet/ newsletter content
- Benefit fairs
- Dedicated website







# Ready to get started?

If you'd like to learn more about our employee financial wellness products & services, please connect with:

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**Purchasing Power Corporate Office**

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