

# O.C. Tanner Improves Engagement, Productivity, and Company Revenue for Medium Enterprise Wholesale Distribution Company

## Introduction

This case study of Reid Entities is based on an October 2019 survey of O.C. Tanner customers by TechValidate, a 3rd-party research service.



“Employees are more excited to come to work to reach their milestone anniversaries.”

“O.C. Tanner has a great selection of awards to choose from.”

## Challenges

Before implementing O.C. Tanner solutions, the profiled company went through a **recent merger or acquisition**, needed to **replace or create a recognition program**, **consolidate recognition programs**, and wanted to improve a **negative workplace culture**. These business challenges led the company to evaluate and ultimately select O.C. Tanner.

## Use Case

The solution the surveyed company uses to address its business challenges is O.C. Tanner’s **Service Awards (Yearbook™)**.

## Results

Positive outcomes the surveyed company realized as a result of using O.C. Tanner solutions:

- Employees’ contributions and successes are celebrated
- Employees have an increased sense of opportunity for personal and professional development
- Increased productivity and company revenue
- Employees put in extra effort and are more engaged

The surveyed company rates O.C. Tanner’s key capabilities as best in class and significantly better than competitors.

- Transparent pricing: significantly better
- Total cost of ownership: significantly better
- Ease-of-use: best in class
- Customer service: best in class
- Technology: significantly better
- Award selection: significantly better
- Custom awards: significantly better
- Flexible program design: best in class

The profiled company strongly agrees that **O.C. Tanner helps their organization accomplish and appreciate great work**.

### Company Profile

Company:  
**Reid Entities**

Company Size:  
**Medium Enterprise**

Industry:  
**Wholesale Distribution**

### About O.C. Tanner

O.C. Tanner helps organizations inspire and appreciate great work. Thousands of clients globally use our cloud-based technology, tools, and awards to provide meaningful recognition for their employees. Learn more at [www.octanner.com](http://www.octanner.com).

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