

# Medium Enterprise Computer Software Company

## Introduction

This case study of a medium enterprise computer software company is based on an October 2016 survey of Tango Card customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“We needed a way to track who was receiving awards for tax purposes and with the reporting feature Tango Card offers we are able to do that.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Tango Card:

- Fulfilled rewards in the following ways prior to using Tango Card:
  - Purchased physical rewards and fulfilled themselves
  - Purchased digital rewards and fulfilled themselves

## Use Case

The key features and functionalities of Tango Card that the surveyed company uses:

- Sends rewards to the following people:
  - Their employees
  - Their customers/users
  - Their partners
  - Their customers' employees
  - Research participants
- Works with Tango Card in the following ways:
  - Ordering through Rewards Genius Web Portal
  - Bulk ordering through Blast Rewards
- Uses the following rewards in their program:
  - Gift cards
  - Cash cards – e.g paypal, visa, bitcoin

## Results

The surveyed company achieved the following results with Tango Card:

- Sends rewards to improve the following areas:
  - Employee engagement
  - Consumer/customer engagement
  - Referrals
  - Research
- Benefited in the following ways as a result of working with Tango Card:
  - Reporting Capability
- Improved their rewards program in the following ways since implementing Tango Card:
  - Reduced the amount of time: 41-60%
  - Reduced the cost by: 41-60%
  - Increased their desired results by: 41-60%

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Computer Software**

### About Tango Card

Tango Card is the go-to partner for enterprise digital reward solutions. Tango Card combines easy to use technology, a unique e-gift card and donation catalog, and expert support to deliver reward solutions with impact. Rewards sent by Tango Card are used every day by businesses of all sizes to drive positive results in employee rewards programs, wellness programs, customer acquisition & loyalty programs, research incentives, and modern payment disbursements.

Learn More:

[Tango Card](#)