

BOSTON COLLEGE
National Workforce
ROUNDTABLE

Employee Discount Providers

May 2013

Questions:

- 1) Who is your employee discount provider?
- 2) How long have you had a relationship with that provider?
- 3) Does the provider have a global footprint, if so where?
- 4) Service level?

Jeanne M. Ulatowski, Northern Trust, May 15, 2013

COMPANY, CONTACT NAME	COMMENTS
AstraZeneca Liz Perotti	<ol style="list-style-type: none"> 1. Global Fit; Corporate Perks ; Tickets at Work 2. 5 plus years 3. Global Fit does 4. Not sure.
Baxter Sandra Lahera Sandra_lahera@baxter.com Phone 224-948-2097	<ol style="list-style-type: none"> 1. YouDecide (they manage both our voluntary and discount programs) 2. Since 2009 3. I don't believe so. 4. Very satisfied
Bristol-Meyers Squibb Linda Konrad Linda.konrad@bms.com Phone 609-252-5874	<ol style="list-style-type: none"> 1. In the past Working Advantage was our provider. Currently we do not have a formal agreement with WA, but we are reevaluating now. 2. 5+years 3. Not sure. 4. No complaints. 5.
Cardinal Health Jessica Parkinson Jessica.parkinson@cardinalhealth.com Phone 617-757-5271	<ol style="list-style-type: none"> 1. We manage this internally through contractual relationships with existing vendor partners and other non-contractual agreements deemed appropriate for publishing on our internal discount page 2. N/A 3. N/A 4. N/A
Chevron Sara Kashima SKSH@chevron.com	You can look at Chevron's site: http://chevrec.chevron.com Chevron uses a combo on one employee who provides deals and discounts, and then Perk Spot for the provider. I believe it is US only.
Intel	<ol style="list-style-type: none"> 1. Passport Unlimited – based out of Seattle, WA

<p>Dana Vandecoevering Dana.vandecoevering@intel.com</p>	<ol style="list-style-type: none"> 2. 8-9 years 3. No --- we use Passport for US only and Beneplace for global 4. Employees really liked the Passport program as they get a card and can access local discounts and online discounts <p>I believe Beneplace portal is available in the US also.</p>
<p>KPMG Barbara Wankoff bwankoff@kpmg.com</p>	<p>At KPMG we use Next Jump. We have had them for many years. They offer a wide range of discounts and they vary in terms of whether they are better than what you can find elsewhere on your own. They do offer special promotions and a loyalty program that can create additional discounts.</p>
<p>LA Metro Suzanne Lauver LAUVERS@metro.net</p>	<p>Metro does not have an employee discount provider – employee discounts are negotiated case by case.</p>
<p>MetLife Michelle Birnbaum mlbirnbaum@metlife.com Phone 212-578-4882</p>	<ol style="list-style-type: none"> 1. We have some direct relationships with retailers and service providers and we work with our EAP who has a relationship with Next Jump 2. Next Jump has supported our EAP program for over 7 years 3. No 4. Discounts available to employees / family members
<p>Northern Trust Jeanne Ulatowski Jmul@ntrs.com</p>	<p>We use only one provider in North America and that is LifeCare. We use them for resource and referral as well as their Discount Connection. In the UK we use Asperity. We are looking for vendors in APAC.</p>
<p>Prudential Ken Dolan-Del Vecchio Kenneth.r.dolan-delvecchio@prudential.com Phone 973-548-3736</p>	<ol style="list-style-type: none"> 1. Working Advantage 2. Since forever (15+ years) 3. Not sure 4. Adequate service - no complaints received