



Discount shopping: **Sodexo and Wren Sterling**



Why consider discount shopping?

Discount shopping is an easy way to make your employees' salaries go further. Providers have struck deals with leading household brands to give people valuable discounts on many of the purchases they already make.

From the weekly shop to entertainment, clothing and annual family holidays, the savings really start to add up over time. What's more, it's supported by technology that we all use in our daily lives.



How much does it cost?

Our clients typically pay a price per employee per annum so cost can be easily budgeted for.

If you're looking to offer more value to your employees beyond their salary, pension and group protection products, discount shopping is a great place to start.

Wren Sterling and Sodexo

Wren Sterling acts as a reseller for Sodexo. This means we're able to access preferential terms for our clients.

There's more on why we've chosen Sodexo ahead of other suppliers at the end of this presentation, but it's principally to do with the breadth of choice available for employees and the quality of account management available.



Discount shopping

		Savings
High street	<ul style="list-style-type: none">6,000+ online & offline discounts at 130,000+ retail and entertainment locations - 100% discounts passed to your employeeThe only provider to offer all BIG 4 supermarkets with 100% voucher acceptance in store and 75% onlineLargest range of digital vouchers in the marketplace	£1,000+ p/a per employee
Cinema	<ul style="list-style-type: none">600 venues including main chains and independentsOver 90% of the UK are within 20 minutes of one of our cinemas	Up to 40%
Holiday	<ul style="list-style-type: none">Exclusive ATOL-protected, ABTA and IATA-bonded employee travel agency - trade price holidays at 200+ Tour OperatorsTravel concierge service - tailored holidays to suit on your employees' budget	Trade Price (10%)
Pre-paid cash back card	<ul style="list-style-type: none">The only B2B card with Apple Pay, contactless and an App in the marketplaceOption to top up from salary or debit card	Up to 15% cashback at 50+ retailers
Local discounts	<ul style="list-style-type: none">Opportunity to boost your social value ethos by including local offers	Local offer dependent



Bringing your discounts to life

Salary: lower than 20k
Status: single
Children: No children

Background:
 Living at home; saving for first house

Interests:
 Cars, fitness & sports, socialising with friends

Expenditure

Travel: Annual European package holiday

Eating out; restaurants, social drinks with friends

Clothing & sportswear

Electrical; latest phones and technology / gadgets

Recreation; gym membership, cinema

Example brands



Spent

Saved

£700.00	£70.00
£600.00	£60.00
£1,200.00	£120.00
£600.00	£60.00
£1,200.00	£240.00
	£550.00



Bringing your discounts to life

Salary: £20k-30k
Status: married
Children: 2 young children

Background:
 Homeowner with a mortgage & partner on a similar salary

Interests:
 Home improvement, family activities & fashion

Expenditure

- Travel: Annual European package holiday
- Eating out; restaurants, social drinks with friends
- Clothing & sportswear
- Home improvements and DIY
- Supermarkets

Example brands



Spent

Saved

£4,000.00	£400.00
£2,400.00	£240.00
£1,800.00	£180.00
£500.00	£50.00
£4,800.00	£240.00
	£1,110.00



Bringing your discounts to life

Salary: 50K+
Status: married
Children: 2 adult kids

Background:
 Main breadwinner; kids left home / more leisure time

Interests:
 DIY, travel, eating out, leisure time with the children/grand-children

Expenditure

- Travel: Annual European package holiday
- Eating out; restaurants, social drinks with friends
- Clothing & sportswear
- Home improvement and DIY
- Supermarkets

Example brands



Spent

Saved

£4,000.00	£400.00
£2,400.00	£240.00
£1,800.00	£180.00
£500.00	£50.00
£4,800.00	£240.00
	£1,110.00



Additional gym membership

- 3,000 gyms - from the big chains to local leisure centres and independent gyms
- Payment methods to suit you - employee perk or salary deduct, or employee paid

Why have we chosen Sodexo?

- **NUMBER ONE RESELLER** by volume of gift cards and vouchers and member of the UKGVCA. Market-leading discounts with **100%** passed onto your employees. No hidden costs, no gimmicks
- Dozens of family and friends **DAYS OUT** at hundreds of locations and attractions
- The **ONLY PROVIDER WITH COVERAGE OF ALL 'BIG 4' SUPERMARKETS** (Asda, Morrisons, Sainsbury's & Tesco) with 100% voucher acceptance in-store and 75% PLUS the highest savings. grocery is the NO. 1 spend item on all discount platforms
- **A PRE-PAID CASH BACK CARD** offering **INSTANT SAVINGS** at all your favourite retailers all from one **CONTACTLESS** card. Includes **APPLE PAY** and instand uploads from a mobile **APP**
- The only provider with an in-house Atol-protected, ABTA and IATA-bonded travel agency giving your employees access to **PEACE OF MIND** and **TRADE PRICE HOLIDAYS** at **200+ TOUR OPERATORS**
- **MOST COMPREHENSIVE RANGE OF GYM DISCOUNTS** - 3000+ gyms including major brands as well as local and council-owned gyms
- **MOST COMPREHENSIVE RANGE OF CINEMA SAVINGS** - from big chains to independent cinemas
- **CENTRAL HUB** for all your benefits needs from lifestyle discounts to salary sacrifice and salary deduct schemes to recognition and incentives

What you get: **With Sodexo and Wren Sterling**



A branded central hub for all your employee engagement needs - from lifestyle discounts to salary sacrifice to financial, mental and physical wellbeing to recognition and incentives



Full marketing support with a 12-month communication and promotional plan designed and delivered by a specialist in-house marketing team



Management reporting presented by your Account Management team on a regular basis. Sodexo monitor the success of your programme closely to maximise engagement



Full Customer Care (phone, email, online) for applications and queries



Hands on account management/expert research and scheme advice



Access to Wren Sterling's employee benefits expertise