

40% and 246% improvement in product sales and registrations, respectively

A multi-million dollar manufacturer of vehicle equipment partnered with Incentive Solutions to manage a points-based rewards program for their dealers. Our Performance Tracking Module made it easy for dealers to submit product registrations with an electronic file upload tool, then instantly earn points redeemable in an online rewards catalog with millions of items. Increased product registrations helped the manufacturer collect valuable customer data while increasing sales. Here's what we accomplished:

40%
Increase in Sales

246%
Increase in
Program
Registrations

5.36:1
Program
ROI

Helping brands access more sales data from channel partners is one of the most important ways our incentive programs increase revenue indirectly as well as directly. More data combined with motivated dealers is a powerful combination that gives brands a distinct competitive edge.

