

HOW A SMALL CONSTRUCTION & DESIGN FIRM TURNED EMPLOYEE BENEFITS INTO REAL SAVINGS

When MBG launched Access Perks, the goal was simple: give every employee, field crew and office staff alike, a benefit that actually gets used. Nearly 77% of the workforce is now registered and collective savings have cleared \$7,800.



\$7,849

Total Employee Savings
in First 5 Months



76.8%

Current
Registration Rate



53 of 69

Employees
Registered



BACKGROUND

MBG is a construction and design firm headquartered in Missouri. Its 69 employees span field and office roles, a mix that's typical of growth-stage SMBs and notoriously hard to serve with a single benefits lineup.

Like most small businesses, MBG runs lean. Budget for benefits is real but finite, and every line item has to earn its place against a simple test: are employees actually using it?



OBJECTIVE

MBG wanted a benefit that worked for everyone, regardless of role, location, or paycheck, without heavy administrative overhead or a large per-employee cost. Something tangible that helped people stretch the money they were already spending.

Access Perks was selected for its breadth of local and national merchant coverage and the simplicity of the Organization Funded Model: one flat subscription, no per-redemption fees, no enrollment friction.

Nearly 8 in 10 MBG employees are saving with Access Perks. \$7,849 in five months. For a 69-person company, that's real money.



THE LAUNCH CURVE

Registration Grew Every Month – Past Industry Norm

MBG launched Access Perks with a standard rollout. Registration opened at 61.4% and grew month over month, reaching 76.8% by the end of the first 5 months.

01



Fast, high adoption far above typical voluntary benefits

Registration grew from 61.4% at launch to 76.8% in the first 5 months, a 15-point gain. With 53 of 69 employees enrolled, Access Perks is one of MBG's highest-utilized benefits, on par with medical and dental.

02



\$7,849 in real employee savings and counting

Employees collectively saved \$7,849 in the first 5 months, an average of \$148 per registered employee.

03



Broad reach: works on a job site and at a desk

MBG's team is split between field crews and office staff. Because Access Perks covers national categories and local merchants, every employee finds everyday value.

04



Low administrative lift for a lean HR team

The Organization Funded Model keeps costs predictable, one flat subscription, no per-redemption billing, no complicated enrollment. MBG runs the program with near-zero ongoing overhead.



SUMMARY

A benefit that keeps delivering long after launch

MBG's results confirm what Access Perks consistently delivers for small and mid-sized businesses: fast adoption, meaningful savings, and a benefit that actually gets used. Registration grew every month from launch and reached 76.8%, an engagement rate that outperforms most traditional voluntary benefits at a fraction of the cost.

For companies like MBG, lean, growth-minded, competing for talent in a tight labor market, Access Perks delivers enterprise-level benefit value at an SMB-friendly price. The program meets employees where they live, eat, and play, regardless of role or region.

LIVE

- Travel
- Hotels
- Shopping
- Home
- Auto
- Services

EAT

- Fast Food
- Fine Dining
- Groceries
- Desserts
- Food Delivery
- Meal Kits

PLAY

- Theme Parks
- Movies
- Tours
- Zoos
- Aquariums
- Museums



General contracting doesn't exactly allow for exciting everyday employee pricing. To give our team the kind of everyday value retail companies are able to provide, we looked for a third-party partner. Access Perks was the easiest and most effective solution, offering our employees a wide range of discounts that fit their lives perfectly and on an easy-to-use platform!"

— Liv Plumlee - International Operations Manager at MBG