

Business Description

Who we are

We are a technology enabled employee services business which works with employers to build employee engagement, improve retention and drive productivity. Our suite of in-house employee services is complemented by a range of third party propositions.

How we do it

We balance our user friendly, engaging technology and HR analytics, with a face-to-face launch of the benefits programme and marketing support from our client services team, creating a personalised benefits rollout for each of our clients' employee sites.

What we do

We offer simple, seamless employee services to make work happy, for everyone. We make it easier for HR to offer a full range of employee services – and we make it easier for their employees to access them, wherever they are.

Employee paid insurance premiums

Access to our insurance products is made available through an individual's wider employee benefits offering. Premiums are paid by the employee via monthly or weekly payroll deduction.

Employee paid home technology salary sacrifice sales

Employers pay up-front for their employee's salary sacrifice purchases, while employees pay via monthly payment to their employer.

Employer paid Hapi subscription

Employers pay monthly or annual subscriptions per employee for use of the Hapi platform and app.

Commission on third-party transactions

Personal Group earn a margin on employee retail spend using the discounts, commissions on any third-party financing arranged and on employer purchases of partner solutions.

Non revenue generating added value features of Hapi

Hapi contains many features which improve employee communication and engagement beyond the provision of more traditional employee benefits. These features drive usage of the platform by both employees and the HR function, establishing Hapi and Personal Group as a core component of the employers back office technology suite, which further enhances the "stickiness" of our offering to the corporate client.

