



Inspire Your Global Teams

The burgeoning global marketplace has created new opportunities to grow business. Unfortunately, it has also introduced new challenges, especially when it comes to driving performance among diverse workforces and international sales channels. However, with HMI's global solutions, we offer some innovative strategies to help our clients overcome those challenges. HMI has experience in delivering incentive programs worldwide that help you keep remote teams, partners, and extended channels engaged and motivated.

We at HMI understand that success requires motivated channel partners who are ready and willing to promote a brand's global position while also looking to increase sales and market share. HMI's global solutions provide proven channel strategies that strengthen loyalty and increase the benefits of doing business globally. Key to this success is understanding each client's local needs, which may vary according to geography and culture. Time zones, language barriers, and pricing parity all present unique and complex challenges to a far-reaching performance incentive program. These challenges demand a comprehensive approach that is both flexible and consistent. Without it, businesses risk a loss of brand equity and diminishing marketplace opportunities around the globe.

THE GLOBAL ADVANTAGE

We understand global challenges and the role of performance incentive strategies in this arena. We leverage best-in-class technologies that transcend borders and provide transparent user experiences – no matter where your participants reside. We have valuable experience managing programs in foreign markets, supporting clients with reliable and cost-effective sales incentives, performance improvement, and customer loyalty strategies. HMI, in conjunction with its global partner MMI, has regional offices in Boston, Fort Lauderdale, Geneva, London, Maastricht, Sydney, Nicosia, New Delhi, Singapore, Hong Kong, Shanghai, and Brasilia. We also have reward fulfillment and support offices in over 80 countries via the HMI-MMI network.





KEY FEATURES

- > *Localized reward fulfillment and regional support in over 80 countries*
- > *Global reach through partnerships with MMI*
- > *Web-based portals for administration, customer service and maintenance*
- > *Programs administered via award points, avoiding issues with currency conversions and exchange rates*
- > *Real-time award pricing and availability for the best value and services*
- > *Full service solutions to achieve identified program goals*
- > *Trusted global partnerships*
- > *Technology with measurable results*
- > *Build brand loyalty and company awareness*
- > *Engage remote offices, employees, customers, and sales teams*
- > *Cost-effective solutions for all budgets and demographics*

ABOUT HMI PERFORMANCE INCENTIVES

With over 30 years of experience, HMI Performance Incentives (HMI, Inc.) is a leading full-service performance improvement company focusing on channel loyalty initiatives, sales/customer incentives, employee engagement programs, and group travel. HMI's tailored strategies help numerous Fortune 1000 companies increase company sales, improve market share, enhance loyalty, and generate profits. Based outside Boston, MA, HMI continues to expand its global presence, offering client services in over 80 countries worldwide.