

AON HEWITT: Delivering wellbeing

The AON logo is displayed in a bold, red, sans-serif font. It is positioned in the lower-left corner of the top image, which shows two men in business suits looking at a tablet on a desk. The background of the image is a bright, slightly blurred office setting with a window.

SERVICING NEW CUSTOMERS

<http://www.aon.com/unitedkingdom/>

“We were looking to significantly improve our vending machine offering as part of our ongoing focus on employee wellbeing and healthy eating in particular. It quickly became clear that Healthy Nibbles were the right provider for us to work with to achieve this. From our first contact with Sara I was impressed by her customer focus as well as the quality of their offering. In short, they have been a pleasure to deal with.”

Jay Harvey - Partner

Executive Summary

Aon plc is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.



CASE STUDY: AON

The Healthy Nibbles Solution

Aon approached Healthy Nibbles as they were keen to improve their vending and snack offering.

From the outset it was important that Healthy Nibbles were able to offer a wide range of snacks that supported employee wellbeing, provide options for different dietary requirements whilst ensuring taste was a top priority!

How Healthy Nibbles Helped

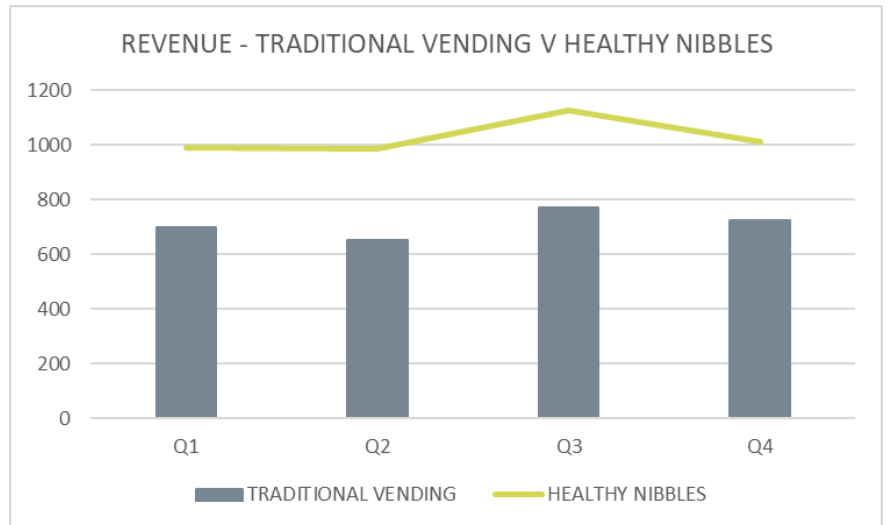
Healthy Nibbles provided a full service solution. After understanding the requirements of Aon, Healthy Nibbles carried out a site survey and employee research to understand their perceptions of snacking.

Healthy Nibbles curated a selection of 50 products, managing delivery and installation. In addition a sampling event was held to allow employees to familiarize themselves with the snacks and additional benefits on offer.

Ongoing, Healthy Nibbles manage the refilling, service and maintenance.

Net Promotor Score: 10/10

Net Promoter Score is a management tool that can be used to gauge the loyalty of a firm's customer relationships.



Over a 12 month period, Healthy Nibbles and Aon documented revenue and volume metrics from a Healthy Nibbles vending machine and a traditional machine. Over this time period Healthy Nibbles outsold the traditional machine 2:1, and interestingly the traditional machine did not lose sales, suggesting Healthy Nibbles were servicing new customers.

Results, Return on Investment and Future Plans

Aon were interested in the employee response to healthy vending. Research was carried out to understand sales volumes, both in terms of revenue and product volume. Interestingly, whilst Healthy Nibbles outperformed the traditional machine; the traditional machine did not lose any sales!

Questions? Call us

We're here to help. Call us and speak with a Wellbeing Specialist who will answer any questions you might have.

0333 123 8575

Schedule a Meeting

Email Hello@healthynibbles.co.uk to schedule a meeting with a Wellbeing Specialist.

