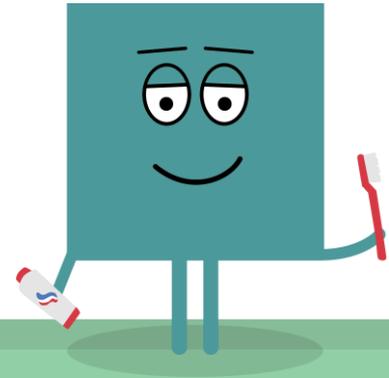


PES
Case
Study

Portman Dental Care

Portman Dental Care is a growing organisation with a network of over 65 dental practices across the country. The number of employees has doubled from 400 to 800 in just under two years.

Committed to excellence in all they do, the senior team wanted to reward employees for their dedication and hard work. An online benefits solution from PES helped them to do just that.



PORTMAN
dental care


Happy people. Happy business

What were the challenges?

- Communicating effectively with a rapidly growing but dispersed workforce, many of whom weren't desk-based.
- A varied employee demographic with different needs and expectations.
- Aligning benefits and administration with newly centralised payroll and HR processes.
- Integrating benefits offered by businesses that had been acquired by the Portman group into a comprehensive, structured reward package for all Portman employees.

🔍 At a glance

Sector: Private dental care

Employees: 800

PES services:

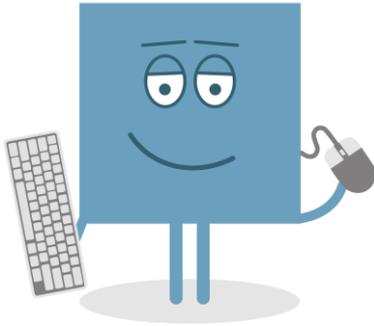
- Online employee benefits
- Group health broking
- Group risk broking

“ The fact that PES can broker benefits is very attractive. We received invaluable advice that helped us replace duplicate health cover products with sustainable alternatives. PES is a one-stop-shop that does everything really well. ”

Jo Ascough, Head of People

How did PES help?

- We introduced Portman Dental to our online employee benefits solution [happypeople](#), which gave their staff engaging, appealing access to a range of carefully selected benefits, including childcare vouchers and online shopping – both free with [happypeople](#).
- Administration was streamlined by bringing benefits online. As Portman's own internal processes evolved, PES adapted [happypeople](#) and its underlying technology to support this.



“ The PES team have taken full responsibility for managing our data. For example, we recently switched to a new outsourced payroll provider and PES were integral to making that work. Their project management support has been second to none. ”

Jo Ascough, Head of People

- Our dedicated communications team delivered innovative solutions to ensure that the message reached all employees, including summary leaflets, booklets and posters. One approach was a webinar which introduced practice managers to [happypeople](#). A supporting pack contained all the essential tools they needed to tell local employees about the scheme.

What was the result?

- 71% of employees have now registered with the scheme, an impressive figure for a dispersed workforce.
- Employees spent **£50,000** on online shopping in a calendar year. On top of great savings, they also generated a further **5%** cash back.
- Customising the **happypeople** platform created strong employee recognition for the new Portman Dental brand.

“ I would have no hesitation in recommending PES as an employee benefits partner. ”

Jo Ascough, Head of People

Contact us

We'd love to hear from you. You can reach us by telephone on **01454 808658**, or by emailing us at: hello@wearePES.co.uk.

