

How do I motivate my team to perform better?

Employee Engagement Rate: 32.5%

You read that correctly. According to a Gallup poll from February 6, 2016 over two thirds of employees in the United States are simply treading water.

So the question is: **How do companies keep their employees engaged while also driving better results?**

SpurGo is a web and mobile based application platform that makes a game out of achieving business goals. SpurGo motivates higher performance among team members, fosters friendly competition in an engaging manner, while giving the ability to easily create, track and review player performance.



Aon Hewitt turned to SpurGo for a solution that would:

- Motivate employees to work across teams earlier in the sales cycle
- Engage employees to update internal tools and profiles faster
- Encourage employees to keep billing information accurate in a timely fashion
- Allow management to easily spin up new games quickly as new goals developed
- Offer management real-time and historical employee performance reporting



CHALLENGES
1 active



OPEN TASKS
8



APPROVALS
0 pending



ALERTS
4 New

About Virsera, maker of SpurGo

As the market creator of business based sportification, Virsera's solutions offer players fun, competition and results on their objectives. Managers receive real-time and historical business intelligence on individual and team performance across any subset of goals and challenges. Harness the compelling power of sportification to increase engagement and performance with SpurGo and Bungo!

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What is SpurGo?

SpurGo makes a game out of your business tasks

It's that simple.

The SpurGo Basics

- Manager sets up a challenge with tasks to complete
- Team members compete to win by accomplishing tasks quickly and submitting proof of completion
- Proofs are time-stamped on submission and manager can approve or reject upon review
- Points allotted by rank and elapsed time. Players receive more points by completing tasks early
- Dynamic Leaderboard and historical reporting.
- Manager can set the challenge to be private to the team or viewable company-wide
- Players always see how they rank in comparison with their peers

SpurGo Highlights

- Easy and fast to set up and play
- Gets everyone in the game not just the top performers
- Time-based: The game rewards those who complete their tasks (your goals) faster
- Each player can see how they rank against their peers during and after the game
- Easily prioritize the most important business goals for your team
- Performance Transparency across team and company with rich alerts
- Real-Time and Historical performance reporting



Aon Hewitt & SpurGo

- Manager set up a 10-team, 150 person game within minutes
- Awards for Top Team and Top overall individual Points Earner
- Managers saved \$12k/month in operational overhead
- Cross-team engagement for sales opportunities rose 26% month/month
- Employee engagement using SpurGo at 99%
- Profile system updates increased 62% to 94%
- On-time reporting increased from 51% to 81%
- 63% of players indicated that SpurGo motivated them to do their work faster

Leaderboard:

Rank	Player name	Tasks completed	Progress	Points won	
1	Ryan Lewis	5 / 8	62 %	737	▼
2	Mike Hatley	4 / 8	50 %	538	▼
3	Lisa Taylor	3 / 8	38 %	371	▼
4	Rick Harris	2 / 8	25 %	242	▼
5	Mary Clark	1 / 8	12 %	100	▼
6	Brad Smith	1 / 8	12 %	58	▼
7	Joe Corella	0 / 8	0 %	0	▼



"SpurGo helped shine a light into the dark corners of important things we don't like to manage on a day to day basis."

Steve Voss – Partner, Aon Hewitt