



Client: NextGear, Carmel, IN

“The knowledge NIFS had about how to build, equip, and staff a facility, and the equipment vendors they already had in place were a huge help. They did the legwork for us in getting quotes, made the recommendation on the right equipment, and then handled the process of getting it equipped. NIFS did an outstanding job from start to finish and we are extremely satisfied.”

—Peggy Boyd, Human Resources Director

NEXTGEAR CAPITAL CASE STUDY

When NextGear Capital decided to relocate to new office space that would accommodate its growing workforce, the leadership knew they wanted to include a corporate fitness center in the space. Like much of the American workforce, NextGear Capital has identified that its employees are struggling with the issues that come from being overweight or obese and living a sedentary lifestyle. The onsite fitness center would be a positive complement to their existing healthy resources, which included supportive tools focused on financial wellbeing, healthy nutrition, and stress resilience.

It’s no surprise that the rollout of the corporate fitness center landed on Peggy Boyd’s plate. She’s Director of Human Resources for NextGear Capital and is largely responsible for the company’s wellness program. Peggy knew from the start that she wanted to have staff managing the fitness center, but she wasn’t sure whether NextGear would hire staff themselves, or whether they would outsource that support. She knew from her own experience at gyms (she is an avid exerciser) that without the right help, employees who were unsure about how to use the equipment to their benefit simply wouldn’t come into the fitness center.

Peggy also recognized that she wanted more than just an “attendant” to teach a few classes and clean equipment. She had a vision for someone who was personable and inviting and who could really help get non-exercisers to try something new. She also wanted a professional who was educated and capable of creating individual exercise programs, providing fitness testing, and teaching employees how they could achieve their exercise goals.

And the more she thought about it, the more Peggy realized she wasn’t equipped to hire, train, and manage an employee to do this on her own.



NIFS Staffing Summary:

- 40hr/wk for November, 2014
- 90+ appointments/month
- 65 group fitness classes per month





NextGear Capital had been a client with NIFS for our wellness lectures for several months, and as part of Peggy’s exploration about whether NIFS could support their fitness center, she reached out to find out more about the corporate wellness services we offer. When Peggy understood that NIFS was able to support the entire “building a corporate fitness center” process—from design, to equipment selection, to onsite management—she knew she wanted to explore the potential partnership. So we started by helping them lay out their fitness space with the right equipment, and through that process, Peggy decided NIFS was the right choice to manage the fitness center.

Since opening NextGear Capital’s corporate fitness center in November 2014, Peggy hasn’t looked back. Despite the added cost of outsourcing a professional for the facility, Peggy sees the relationship as providing fantastic value. As you might expect, Peggy has worked with a variety of vendors in the wellness program and she believes NIFS’s service is making a huge impact for employees. When she compared us with some of the other vendors they’ve used, she indicated that we have more programs to offer, we have more experience, and we simply make the vendor-client relationship easier.

Peggy shares that NIFS staff are both engaging and proactive; they consistently bring in new ideas to keep the employees excited about using the fitness center. And the efforts are paying off. Peggy reports exceptionally positive feedback from employees, and we’ve seen great growth in the program.

For more information about NIFS’s expertise in corporate fitness management, contact Emily Davenport, 317.274.3432 ext 208. Visit wellness.nifs.org.

“We were not sure if we would manage that ourselves or what it would look like. As we were looking at our options, we spoke with NIFS and they made it so easy that there was no question we wanted to partner with them.”



“NIFS staff are offering far beyond what I would have done because my efforts would have just been pieced together.”