

ACCIDENT COMPENSATION CORPORATION

True North's solution provided ACC with supply chain optimisation, cost savings and an innovative bespoke portal for all of their end users.



AT A GLANCE

Challenges

- Brand consistency & visibility of spend across multiple suppliers
- Huge number of end users
- Multiple suppliers & products
- Managing procurement across a large diverse organisation

Benefits

- An end-to-end streamlined solution
- Bespoke user portals make ordering easy
- Reporting suite to track buyer behaviour and savings
- Broader Outcomes focus, connecting with best-in-breed suppliers



Broader Outcomes

ACC recognise that one of True North's strengths is in utilising smaller local suppliers, Māori owned and disability enterprises in their supply chain.

Anna McGavin

National Sales Manager, True North

OBJECTIVES

Accident Compensation Corporation (ACC) need to manage a large number of print suppliers to meet their marketing and operational print, merchandise and event product requirements. They engaged True North via the Government syndicated contract recognising that their product range was in need of rationalisation, they had limited brand consistency, rogue spend & no clear visibility of what their print portfolio was actually costing them.

SOLUTIONS

True North provides ACC with streamlined supply for all of their operational, marketing and promotional printed products via specialist service and a simple-to-use tailored portal. Better yet, drawing on their broad supplier base ensured that the best, most sustainable and cost-effective supplier is used for each job, while maintaining brand integrity.

KEY BENEFITS

Benefit 1

The innovative 'Youtopia suite' of software allows thousands of ACC's end users; staff, providers and the public, access to a product catalogue tailored to them individually.

Benefit 2

Being an independent specialist means True North sources and recommends not only the best manufacturer for each job, but the most cost effective. Their broad supply chain also means no limit to the product range they can offer, together with scalable resources and integrated distribution centres.

Benefit 3

True North is a leader in sustainable practices and believes that a successful future for New Zealand depends on helping Government clients meet their Broader Outcomes objectives, while also benefitting small and medium size kiwi manufacturers.