



CASE STUDY

**Corestrat Transforms Leading Small Logistics
Provider ACI's Operational and Data Landscape**

About ACI

US-based ACI Group is a renowned name in the media print and newspaper distribution business in North America. In 2020, ACI took advantage of its national postal distribution network and pivoted towards becoming a parcel logistics business. In less than 1 year, ACI successfully launched ACI LOGISTIX, and it has quickly become the fastest-growing provider of small parcel logistics in the US, with a focus on both online and offline commerce middle and last mile delivery.



Challenge

ACI planned to establish a hub of technical excellence with cutting-edge support systems and analytics to expand its parcel logistics division. The company sought to create a new IT department to steer its broader digital transformation strategy, ensuring cost control and access to a skilled talent pool to support its rapid growth.

Solution

1. BOT Model Implementation

Corestrat utilized the Build-Operate-Transfer (BOT) model to support ACI in establishing a technology excellence center in India

2. Initial Steps

The process commenced with the implementation of data visualization and analytics (P&L and KPI) to intelligently automate functions within ACI's operations and finance teams

3. Specialized Team Formation

A dedicated team, including data scientists, database experts, and machine learning engineers, were onboarded to construct essential infrastructure for interfacing with ACI's US operations and strategic partners.

4. Empowering Automation

The automation and improved decision-making capabilities provided by the specialized team empowered ACI with the technological prowess required for scalability.

5. Strategic Positioning

The technological advancements enabled ACI to position its parcel logistics business as the leading independent middle and final mile distribution network in America.

6. Transfer of Technology and Assets

On June 1, 2022, Corestrat executed the transfer phase of the BOT model, transferring technology, office infrastructure, and the team directly to ACI.

7. Creation of Wholly-Owned Subsidiary

This transfer effectively resulted in the creation of a new wholly-owned subsidiary for ACI in India, solidifying its control over the established technology excellence center.

Result

35%

savings in
technology

35%

savings in
HR

70%

improvement in
AR/AP accuracy
and reconciliation

- 35% savings in technology and finance teams through optimised staffing and lower salary costs.
- ACI witnessed a marked improvement in available cash flow through real-time financial close reporting and visualisation, faster invoicing and payment cycles, as well as reduced manual reporting development of the finance team