



# 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