

Supplier Management Program

Managing spend and increasing Tier 2 diversity suppliers

A large food and beverage company in the Midwest selected Acro as its Managed Service Program (MSP) provider with Tier 1 Diversity status. The program covers non-IT professional and light industrial service lines throughout the United States. The program manages 45+ vendors with Acro as a Master Vendor at several facilities. They were seeking a diverse Tier 1 supplier while growing their Tier 2 diversity spend as well as managing vendors through a Vendor Management System (VMS) to increase productivity and diversity spend.

Learn more about how Acro can manage a client's staffing supplier spend while increasing the number of MBE suppliers in Tier 2 spend to allow more diversity in their supplier network.

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SITUATION

The company had locations being serviced by different vendors. The majority of suppliers were under 20% and they were wanting to increase their program diversity spend. They had no centralized VMS system that allowed centralization but wanted a program that would allow sites to keep their existing supplier or move to a master vendor for all needs. The company also acted as MSP with technology. They also required program reporting for compliance and to track diversity spend for their North American operations.

SOLUTION

Acro was selected as their MSP provider who could immediately offer the benefit of obtaining 100% diversity credit for spend running through the entire program. Acro successfully implemented XRM System with its Light Industrial (LI) module that specializes in shift work tracking. While some facilities elected to keep their existing suppliers who they had for years and

understood their LI business. Other sites elected Acro's leveraged pricing and selected a Master Vendor program. Acro brought in many Minority Owned Business (MBE) to increase the supply base.

RESULTS

Acro engaged its supplier diversity team to evaluate Acro's supplier database for suppliers by area and by discipline who could meet the client's needs with a special emphasis on diversity. The supplier diversity team sorted through its database and after careful evaluation recommended top tier diversity suppliers and also engaged new local suppliers at key sites.

Acro did this by reaching out to industry sources for other Acro programs for recommendations. By using XRM, the client was able to finally track and manage the supply bases through reports. Year to date, Acro has increased their diversity spend program so that it was in compliance regardless of the supply base. Compliance was monitored by running reports in XRM to determine spend by diversity category.

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