Case Study

Mastercard – Access Prepaid Worldwide

Global Supply Chain & Procurement

Background

Leveraging the Mastercard network, Access Prepaid delivers consumer and corporate travel, payroll and foreign currency prepaid card programmes to a diverse set of partners including financial institutions, travel agents, retailers, bureau de change operators, blue chip corporations and airlines.

Challenge

The requirement of Access Prepaid Worldwide (APW) was to deliver an enhanced supply chain capability to reduce lead times and unit costs.

Solution

Working with the supply chain team and APW directors, the Libra Change team focussed on three key areas of support with a collaborative approach taken to ensure stakeholders were supported through the change process at all steps;

- Buying for Less: Libra managed vendor negotiations across cards, distribution and collateral before migrating responsibility to the APW team, supporting and mentoring through this process.
- Buying Less: Libra managed the implementation of a forecast and demand management tool; negating a planned £600K spend on an ERP solution and resulting in a reduction in stock and orders
- Management Control & Reporting Systems: Underpinning ownership & sustainability and meeting Mastercard audit requirements, all system tools, associated review processes and KPI suites were implemented with formal training completed, coaching and associated SOPs written.

> "Generating (this level) of benefits is a fantastic result for the engagement and gives Access Prepaid Worldwide a terrific ROI."
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> **Patrick Maguire, Commercial Director – APW Mastercard**

Results

- 5:1 return on investment
- Purchase price reductions ranging from 7% to 52% across 4 global regions
- £600+ — VMI implemented for all regions: Stock buy-back rolled-out; (25%) inventory reduction; £600K+ cost avoidance
- People development with APW supply chain team recognised within the Mastercard group