

CASE STUDY



The Situation

Production Solutions (PS) was contacted by The International Fellowship of Christians & Jews (The Fellowship) seeking direct mail production help. Based on unforeseen circumstances, it was necessary for The Fellowship to transition production management to PS immediately. To support their production needs, PS was required to manage existing campaigns in July, a mere three weeks later. PS agreed to jump into The Fellowship's mailings and worked seamlessly with their previously selected suppliers to manage the production already in process.

The Solution

RAPID ONBOARDING

The average onboarding process for a new client kicking off their campaigns with Production Solutions typically takes anywhere from 30-90 days. The onboarding in this scenario was unheard of in terms of speed - PS picked up The Fellowship's production within **SEVEN DAYS!**

COLLABORATION

The PS "team mentality" was the key to success. The Resource team focused on pricing and scheduling; Account Managers focused on production and learning the program. This collaboration provided the opportunity to go straight into live production with no leeway. PS Business Development and Accounting team members stayed hands-on and helped the Account Managers immensely to create a successful partnership from day one.

The Results

CONFIDENCE

PS guaranteed we would get The Fellowship's mailing back on track. The expertise of the PS team members gave confidence to the client and drove the positive evolution of their program. PS can take control of production and quality issues regardless of the circumstances and the timing.

MAJOR COST SAVINGS

The money the Fellowship saved after PS created solutions for the program not only elevated their experience, but this massive cost savings gives them the freedom to now spend in areas that will help inspire more people to give to their mission. Postage savings were approximately **\$270,000**, and production savings were approximately **\$1,150,000**.

"Production Solutions answered the bell. They got us out of a jam, onboarded quickly, and worked with us to ensure future program success. On top of it all, we've been able to realize significant cost savings which have allowed The Fellowship to invest more into our programs."

- IFCJ Team

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