



Roderick McLeod
Founder and Owner
of Nallawilli Office Wares



Smart partnerships that achieve Supplier Diversity

The company

Nallawilli Office Wares (NOW) is a privately owned First Nation Stationery and Office Supplies business that supplies quality stationery, office supplies and product solutions to corporate and government organisations across Australia. Founded in 2009, NOW is a Supply Nation Certified Indigenous-owned business that actively promotes and engages in sustainable economic practices with Australian businesses. NOW partnered with Staples in 2011 as an exclusive Indigenous supplier of copy paper, envelopes, manila folders and notebooks.

The challenge

In order to successfully fulfil the Indigenous Procurement Policy (IPP), NOW identified a gap in their current product range and looked to Staples to further expand their offering as a Supply Nation certified supplier. To enable government customers to easily procure products from 100% Indigenous-owned businesses, both businesses further collaborated to identify and expand the current NOW product range while providing an opportunity for Staples to diversify their supply chain and supplier diversity programs.



The journey

The collaboration saw facial tissues, pens, bottled water, A5 notebooks and 100% Recycled A4 Copy Paper form an expanded product range which also required new packaging designs. As a long standing advocate, Staples further supported NOW by providing access to manufacturing and supplier networks and corporate merchandising and marketing expertise for product development in office products, paper, kitchen and facilities supplies. Staples were also able to draw on strategic relationships with suppliers to ensure the entire NOW range was manufactured (with the new packing design) and distributed within agreed timelines, with some products being released ahead of schedule.

The results

The collaboration resulted in an extended range of Supply Nation Certified Indigenous products being made available to government customers in support of the IPP which states that federal departments must procure 3% of all the contracts from Indigenous businesses by 2020. Products such as the Nallawilli Office Wares 100% Recycled Copy Paper provides customers with an opportunity to select eco-conscious products that help customers meet sustainability targets.

Being a founding member of Supply Nation has also supported Staples achieve a trusted relationship with NOW and exclusive rights to the business range that continues to receive positive feedback from customers across Australia.

To find out more please contact your account manager or call 13 26 44.

Staples acknowledges the traditional owners of country throughout Australia and their continuing connection to land, sea and community.

We pay our respects to them and to their Elders both past and present.

“ I am pleased to see that the trusted partnership with Staples has enabled Nallawilli Office Wares the opportunity to grow and evolve over the last 6 years. We applaud Staples for their renewed and continued commitment towards Indigenous growth, employment, and sustainability. ”

Roderick McLeod, Founder and Owner of Nallawilli Office Wares.

