



# How Gartner Provides a Financial Edge

# Gartner is a Continuous Self-Funding Model



## Avoid cost

Save up to 30% on your total spend by analyzing the total cost of ownership, ROI and benefits, scope and risk.



## Justify budget/staff

Understand what similar organizations are spending — or what you should plan for resources on individual projects.



## Assess maturity

Immediately understand IT processes and steps to improvement.



## Benchmark key IT metrics

Help drive IT cost savings by understanding the best-in-class metrics; know what your IT spend should look like as percent of revenue and operational budget.



## Find contract savings

We review hardware, software and telecom services contracts/proposals yearly — we find savings in 75% of the contracts we review.



## Save time

Average decisions in organizations take eight to nine months. Gartner reduces that decision time frame by up to 60%.



## Extend your staff

How much would it cost to staff 1,100+ IT subject matter experts? Tools and templates for RFI/RFPs, audits and deaccessioning framework extend staff and save time.



## Decide with confidence

Use one trusted, unbiased source for all your due diligence and lead with confidence.

# Gartner helps identify and minimize risk

Our experts provide the strategic wayfinding needed to stay ahead — we'll help you see around corners, avoid pitfalls you can't see and learn from what others have done so you can avoid their mistakes.

## We help you:

- Uncover flaws in the wrong investments and identify the right ones
- Build impactful, transformative strategies for your organization
- Solve shared challenges faster and without reinventing the wheel



**One-to-one guidance to help you focus on the issues and opportunities that truly matter**

- A global team of 2,000+ experts who understand your role, business and industry
- Expert partners to guide you to the right insights, when you need them Insight backed by our growing team of data scientists, engineers, researchers and psychologists
- More than 2,000 consulting engagements annually

# Gartner provides intelligence to maximize growth

Two-thirds of business leaders believe their companies must become significantly more digitalized to maintain competitiveness. CIOs have an opportunity to lead this transformation.

## We help you:

- Prioritize investments that improve business performance, drive growth and affect the bottom line
- Identify opportunities for innovation and align technology to your business goals
- Use your resources more efficiently and see results faster



**Get unmatched depth and breadth of insight to keep you on the right track and spur innovation**

- More than 380,000 client interactions each year — including 130,000+ senior executive interactions
- 300,000+ proven best practices
- Quoted by leading business publications worldwide an average of 70 times every week

# Gartner helps you choose the right technologies and get the best pricing and terms

## We help you:

- Use objective research and insights to ensure your decisions are solid before you buy
- Explore smarter investments and options
- Negotiate money-saving terms and conditions — buy only what you need and pay only what's necessary



### Save real money through insight into thousands of distinct vendors

- The technology industry's largest data repository, with current data from 950 technology vendors across 400 tech markets
- More than 170 Gartner Magic Quadrants, a standard for objective market analysis covering more than 1,600 technology and technology service vendors
- 10,000+ contract reviews performed by our Research & Advisory experts
- Enhanced negotiation leverage provided by our consultants for purchasing across hardware, software, services and telecom