

# How Pan American Energy Strategically Plans for Future Success

**Company:** Pan American Energy  
**Industry:** Oil & Gas  
**Employees:** 4,000+



## Mission-critical priority

Juan Aranguren, CIO at Pan American Energy, collaborated with Gartner to enhance contract negotiations, optimize resource management, and make informed technology decisions. With Gartner's extensive research, analyst interactions, and conferences, he was able to improve organizational structure, explore emerging technologies, and strategically plan for future challenges.



## How Gartner helped

The client used:

- **Gartner's contract negotiation**, helping the client negotiate important contracts, leading to significant cost improvements and maximized contract benefits.
- **Executive Partner relationships** that tailored insights and tools to their specific needs, saving time and providing valuable resources.
- **Cost Benchmarking** for tailored advice to manage resources effectively and optimize financial planning.



## Outcome

With support from Gartner, the client:

- **Established new roles**, improving the organization's structure and effectiveness.
- **Enhanced AI guidance** that provide insights into the latest AI trends through research and analyst interactions.
- **Networked with a community of like-minded peers** at Gartner's IT Symposium/Xpo.