

Streamlining the Technology Evaluation Process and Achieving Optimal Vendor Terms

Organization: Nemours Children's Health
Industry: Healthcare
Employees: 5,001-10,000



Mission-critical priority

Jim Loveless, Chief Information Security Officer at Nemours, sought support from Gartner as the organization was making major investments in security software. The client worked with Gartner to evaluate different vendors and streamline their path to better purchasing decisions.



How Gartner helped

- Leveraged Gartner analysts to develop a **zero trust network architecture strategy** and better understand the vendor landscape.
- By using **Gartner contract and proposal reviews**, Nemours was able to streamline their path to better purchasing decisions.
- Gartner provided guidance to the client during their **evaluation of vendors**, including identity and access management, firewall monitoring and zero trust.



Outcome

With support from Gartner, the client was able to:

- **Make informed decisions on vendor selection**, ensuring that all solutions integrate into the security environment.
- Stay on top of the most pressing news with the **Gartner Daily Security Briefing**.
- **Network with a community of like-minded peers** at the Gartner Security and Risk Management Summit.

“One of the things that I find extremely helpful in the Gartner product is meeting with Gartner analysts. They’ll get on a call with you and provide great insights into an area of interest. They’re also very familiar with the vendors out there, so they provide in-depth knowledge of the tools and products available in your industry.” — **Jim Loveless, Chief Information Security Officer at Nemours**