

Annual Budgeting as a Cross-Functional Exercise

Industry: Nonprofit Technology Organization

Revenue: \$50M-\$100M

Employees: 100-500



Mission-critical priority

A first-time CFO struggled to build an effective budget as the organization floundered. His CEO insisted that budgeting move from being a centrally owned exercise to a collaborative, cross-functional one.



How Gartner helped

The client used:

- **Gartner's practical and peer-tested advice** to shape the cross-functional budgeting strategy
- **Gartner's tools and resources** that enabled the CFO to take action quickly
- **On-call consultations with Gartner advisors** regarding cost management



Outcome

With support from Gartner for Finance, the client:

- **Improved decisions at the organization** using Gartner's budgeting best practices and resources that supported productive budget discussions between the CFO and other cross-functional leaders
- **Made budgeting a collaborative exercise** rather than running centrally