

Capture Savings and Spur Innovation From Suppliers

Industry: Metals and mining
Revenue: \$1 billion - \$3 billion
Employees: 1,000+



Mission-critical priority

The Chief Procurement Officer of a metals and mining company was charged with achieving 25% greater savings to combat the effect of tough economic conditions.



How Gartner helped

The client used:

- **Gartner advisory services** to conduct a Supplier Innovation Day and get coaching on supplier segmentation, governance and continuous improvement
- **Voice of Supplier Diagnostic** to prioritize and identify suppliers that viewed the company as a "Customer of Choice"



Outcome

With support from Gartner for Finance, the client:

- **Hosted a Supplier Innovation Day** that yielded \$8mn in savings and helped increase trust and partnership between the company and its suppliers