

Cost-Cutting in Response to the COVID-19 Crisis

Industry: Product Manufacturing
Revenue: \$500M-\$1B
Employees: 1,000-5,000



Mission-critical priority

The Chief Financial Officer (CFO) was concerned that C-suite leaders wouldn't approve cost-cutting plans as they didn't fully appreciate the scale and impact of COVID-19 on the business.



How Gartner helped

The client used **Gartner advisory services** to:

- **Build C-suite alignment** on the cost-cutting plan by **selecting KPIs** to bake into the plan, develop SLAs and best practices



Outcome

With support from Gartner for Finance, the CFO:

- **Secured C-suite buy-in** for the cost-cutting initiative and estimated that it will yield \$10M+ in additional cost savings over the two years following implementation