



Gartner for Finance

Global Procurement Competency Model Overhaul

Client Success Story

Post-divestiture, a well-known American manufacturing company was seeking to revamp a Global Procurement Competency model that was relevant only to the divested business — and which frontline procurement staff felt was overly complex and unwieldy to manage. Using the expertise of Gartner Research & Advisory teams, the VP of global procurement secured buy-in from the board to roll out a new competency model that received positive feedback from frontline staff and optimized talent-based decision making for the realigned business.

Industry: Manufacturing

Revenue: Approx. \$1 – 5 Billion

Employees: 5,000-10,000





Mission-critical priority

The VP of global procurement was tasked with updating the Global Procurement Competency Model, which accounted only for knowledge and skills relevant to the divested business.



How Gartner helped

Gartner Executive Advisors worked with the VP of global procurement to conduct a comprehensive review of the existing competency model, conduct strategic research to identify skill gaps, and successfully roll out a new and improved global procurement competency framework within five months. As a result, the new framework was embraced by the board and staff.



Mission accomplished

With Gartner for Finance, the client:

- Created a leading-edge Global Procurement Competency Framework that was user-friendly, focused and aligned to functional and corporate goals.
- Secured buy-in from the board and received positive feedback from frontline procurement staff.
- Improved decisions related to talent, performance management and resource allocation.

Achieve your mission-critical priorities with Gartner for Finance

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