

Drive ROI in Procurement Center of Excellence

Industry: Oil & Gas
Revenue: \$10B+
Employees: 50,000+



Mission-critical priority

After launching a Procurement Center of Excellence — a team of experts whose mission was to drive synergies across the large, complex enterprise — corporate leadership needed assurance of its ROI.



How Gartner helped

- **Meeting Prep:** CoE leaders and a Gartner advisor crafted a meeting presentation to reinforce CoE value and credibility
- **Content Delivery:** At the meeting the advisor highlighted the CoE's strategic and tactical support, trained on strategic sourcing best practices, and led a dialogue that encourage active participation from the sourcing team on CoE implementation and optimization.



Outcome

With support from Gartner for Finance, the client:

- **Able to host a meeting for the sourcing team** that clarified the CoE's mission to foster collaboration and process consistency.
- **Improved Sourcing Decisions:** The best practices presented at the meeting helped to improve sourcing decisions and drive ROI in the CoE.