

Personalized, targeted support advances finance leader effectiveness

Industry: Services
Revenue: \$1 to \$5 billion
Employees: 10,000 to 50,000



Mission-critical priority

A business unit CFO hired a new VP of finance to build the FP&A team, and she herself was charged by the corporate CFO to build a long-term plan for business growth.



How Gartner helped

The client used:

- **Guidance** on long-term growth planning and best-practice research on maximizing growth opportunities
- **Peer examples** of finance organizational structures and expert advice on design to avoid rework
- **Candid feedback from Gartner experts** on the finance function strategic plan, partnership agreements and budget presentations



Outcome

With support from Gartner for Finance, the client:

- **Increased** confidence in investment targets
- **Set up the FP&A function** quickly and effectively
- **Sharpened** all aspects of the long-term growth plan and made smarter cost allocation decisions