

FP&A's New Role in Business Performance Management

Industry: Telecommunications
Revenue: > \$20 billion
Employees: 100,000



Mission-critical priority

A new-to-role FP&A head was tasked with creating a COE from scratch as part of the CFO's mission-critical priority of optimizing costs and capitalizing on new growth opportunities.



How Gartner helped

The client used:

- **The Gartner** research and advisory services helped this client fast-track the development of a new COE with proven frameworks and advanced analytics capabilities by using our case studies and best practices.
- **The Gartner expert advice** to identify opportunities that led to a substantial reduction in FTE headcount, furthering the organizational objective of cutting costs through 2020.



Outcome

With support from Gartner for finance, the client:

- **Developed a roadmap for operationalizing** the new FP&A COE within three months.
- **Achieved significant cost reductions** by identifying opportunities to drive efficiencies, leading to a substantial reduction in FTEs
- **Advanced analytics capabilities** by using Gartner's best practices and case studies of successful analytics projects.