

Transforming the Finance Organization for Long-Term Growth

Industry: Infrastructure Equipment Manufacturing
Revenue: \$1 to \$5 Billion
Employees: 10,000+



Mission-critical priority

A new-to-role CFO needed to transform the company's finance organization to promote long-term growth and stabilize its financials.



How Gartner helped

The client used:

- **Used Gartner BuySmart™** to identify opportunities to improve contract terms with its ERP software vendor
- **The Gartner Executive Partner advised** the CFO on the selection process for a new audit firm
- **Used insights** from Finance Score maturity assessment to create a presentation that built board trust



Outcome

With support from Gartner for Finance, the client:

- **Saved more than \$10M** on its ERP software service
- **Saved time and gained confidence** in the selection process for a new audit firm
- **Improved discussions** and built credibility with the board