

# Modernize Budgeting and Forecasting System

**Company Name:** Scania  
**Industry:** Motor Vehicle Manufacturing  
**Revenue:** 434 million (USD) | 678 million (AUD)  
**Employees:** 500 (Australia)



## Mission-critical priority

The CFO of Scania wanted to modernize their budgeting and forecasting system to enhance decision-making, efficiency, and strategic alignment.



## How Gartner helped

The client used:

- **Gartner tools** like the Magic Quadrant, which helped the company efficiently assess and narrow down potential vendors based on their specific business requirements.
- **Gartner insights** to make informed decisions about which forecasting system would best suited for their needs and goals.
- **Gartner experts and resources** to facilitate a deeper understanding of available solutions, enabling the company to align its choice with board objectives and enhance operational efficiency.



## Outcome

With support from Gartner for finance, the client achieved:

- **Time Savings:** The new system significantly reduced the time required for forecasting and budgeting cycles, shifting the focus from data creation to data analysis.
- **Improved Accuracy:** The accuracy of forecasting has been enhanced, leading to better-informed decision-making.
- **Strategic Platform:** Build a robust platform to build upon, with tools and dashboards that facilitate ongoing operational improvements.

“You've got all these tools, these people, these experts, you need to now maximize, utilize it and then see how it adds value to, to what you're doing.”

Sumith Vellaikal, Chief Financial Officer, Scania