

# Transforming Finance Business Partnerships

**Industry: Pharmaceutical**  
**Revenue: \$3B**  
**Employees: < 1,000**



## Mission-critical priority

The head of financial planning and analysis (FP&A) was tasked with transforming the organization's business partnership model and better aligning finance with the wider business.



## How Gartner helped

The client used:

- **Gartner's Defining the Scope of FP&A's Analytic Support survey** to benchmark current processes
- **Finance Competency Model** to develop a plan for transitioning the function from a finance generalist model to a "finance expert" model
- **Gartner Executive Advisory support** to learn best approaches for aligning the central finance team with the business



## Outcome

With support from Gartner for Finance, the client:

- **Improved operational decisions** by harnessing peer-based benchmarks and examples of other organizations' proven approaches
- **Saved time and minimized risk** by leveraging expert research and documented best practices
- **Reduced costs and improved operational decision-making** by partnering with our experts to deliver an enhanced business partnership model