

Partnering with the C-Suite to Fuel Aggressive Growth

Company Name: H&E Equipment Services
Industry: Industrial
Revenue: > \$380M
Employees: Approx. 3,000



Mission-critical priority

CHRO Jamie Allen needed to develop a meaningful HR strategy to support H&E's aggressive growth goals, and to position HR as a key partner to the C-Suite by outlining how HR would support growth from a strategic perspective.



How Gartner helped

The client used:

- **Gartner Executive Partnership** to access relevant and tailored resources when needed, and to discover new HR strategic solutions
- **Gartner research, data and tools** to advance H&E's strategic HR development quickly and effectively, upskill her HR leadership team and gain credibility with the C-Suite



Outcome

With support from Gartner for HR, the client:

- **Outlined** HR's indispensable position in H&E's aggressive growth strategy to the C-Suite
- **Established** the HR function as a key, trusted partner to the C-Suite
- **Was named** one of the best HR leaders in H&E history by the C-Suite.

"Now I see [the C-Suite], and they recognize they can't meet their growth strategy without us. H&E cannot get there if we don't do our part. And I don't think they saw the connection before [Gartner]."