

Saving millions with the right decision making

Organization: Saipem
Industry: Manufacturing & Engineering
Employees: 10,000+



Mission-critical priority

As the company embarked on its digital transformation journey, it faced challenges in reviewing its ERP system and making critical decisions. Gartner was pivotal in guiding Saipem through this process, ensuring informed choices and optimizing outcomes.



How Gartner helped

Saipem engaged Gartner from the outset, leveraging their extensive services and expertise to navigate the complex ERP system review process.

Gartner facilitated meetings and conversations with industry peers, enabling Saipem to gather insights, evaluate performance, and consider various scenarios.

Through expert interactions, research and analysis, Gartner helped Saipem in making the right contractual decisions.



Outcome

Through deep dives and thorough analysis, Gartner assisted Saipem in making the right decision, **saving them from entering an unsuitable contract**. Saipem **saved significant savings** over five years. Gartner plays a strategic role in its contract discussions.

Saipem renewed their cloud contract with Gartner, benefiting from favorable commercial conditions and productive conversations around their digital agenda.

“With Gartner’s support in evaluating a contract, we saved significant savings over five years. For it’s important to discuss contracts with Gartner.” — **Paolo Albini, Director of Supply Chain, Digital, and Data at Saipem**