

Scaling Systems to Deliver Value Through Data & Analytics

Industry: Life Sciences

Revenue: Approx. \$67 million

Employees: Approx. 500



Most critical priority

The IT team of the client were looking to elevate the position of IT from being a responsive supporting function, to a strategic partner that drives value and delivers innovation.



How Gartner helped

- **Gartner experts provided research and insights** to help the client's IT team focus on which areas of technology to focus on first.
- **In addition to this, Gartner acted as a soundboard via their Executive Partner and Peer Connections** for new ideas while also bringing data to benchmark their plans against industry best practices.
- **Gartner experts helped prepare** the IT team of the client to gain the support of the board.



Business impact

With Gartner's support, the IT team was able to:

- Move from being a support service to a strategic partner
- Gain support from the board for increased budget aligned to strategic initiatives
- Develop a technology strategy that better utilizes D&A for organizational growth
- Ensure they were selecting the best partners and vendors throughout the process

Gartner for IT



Gartner for IT delivers actionable, objective insight to executives and their team.

Our expert guidance and tools enable faster smarter decisions and stronger performance on your most critical priorities.

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